



### Job Description

<b>JOB TITLE</b>	Senior Development Manager – Institutional Funding
<b>TYPE OF CONTRACT</b>	Full-time position
<b>SALARY</b>	£39,000 to £45,000, based on experience / location
<b>DEPARTMENT</b>	Laureus Sport For Good
<b>REPORTING TO</b>	Global Development Director
<b>LOCATION</b>	UK / Europe
<b>PURPOSE</b>	<p>Over the past 20 years Laureus Sport for Good (LSFG) has developed a network of grantee partners and charitable infrastructure worldwide that now spans more than 40 countries. LSFG has in this time developed a depth of understanding and a corresponding credibility in its field and is recognised as a leading organisation in the sport for development sector.</p> <p>The growth of the organisation requires a Senior Development Manager to drive revenue and secure Sport for Good’s ongoing success and growth, with a focus on building new partnerships with and securing funding from large global institutional donors.</p> <ul style="list-style-type: none"> <li>• To support the drive towards a diversification of funding sources, both geographically and in terms of the nature of the funder, with a focus on major institutional donors</li> <li>• To lead, develop and manage specific activities of the Fundraising and Development team to secure income for Laureus in line with the strategic requirements of the organisation</li> <li>• To facilitate close liaison between the Programmes team and the Fundraising and Development team so that fundraising efforts match Programme requirements</li> <li>• To lead, manage and motivate a team of Development Managers and other staff, driving success for the organisation and individually</li> </ul>

<p><b>BACKGROUND</b></p>	<p><b><u>Founding Belief Statement</u></b>  <i>“Sport has the power to change the world. It has the power to inspire, it has the power to unite people in a way that little else does. It speaks to youth in a language they understand. Sport can create hope where once there was only despair. It is more powerful than governments in breaking down racial barriers. It laughs in the face of all types of discrimination”</i>  Nelson Mandela  25 May 2000, Inaugural Laureus World Sports Awards, Monaco</p> <p><b><u>Vision</u></b>  <i>“Using the power of sport to end violence, discrimination and disadvantage.  Proving that sport can change the world”</i></p> <p><b><u>Mission</u></b></p> <ul style="list-style-type: none"> <li>• We support sport for development programmes which <b>enhance</b> social and emotional development and healthy behaviour of children and young people in disadvantaged communities, <b>reduce</b> the impact of violence, conflict and discrimination in their lives and <b>increase</b> their educational achievements and employability skills</li> <li>• We <b>strengthen</b> the sport for development sector through impact measurement, research and knowledge-sharing</li> <li>• We <b>highlight</b> serious social issues faced by children and young people and <b>unlock</b> greater resources for the sector through effective advocacy and communications</li> </ul>
<p><b>KEY TASKS / RESPONSIBILITIES</b></p>	<ul style="list-style-type: none"> <li>• Manage fundraising activities through the identification, cultivation, acquisition and development of major institutional donors in identified key markets</li> <li>• Identify opportunities to use partners and content to develop innovative fundraising proposals, aligned institutional RFPs or commercial invitations to tender. Ensure applications, proposals, presentations and reports are prepared for existing and potential donors and are of the highest standard</li> <li>• Lead development, management and implementation of specific areas of the Fundraising strategy and annual Fundraising plans and budgets and contribute to the development of other strategic plans</li> <li>• Explore and develop new, innovative and effective ways to increase Laureus’ funding streams including events, public activities, partnerships and regular giving mechanisms</li> <li>• To work with the Global Development Director and other key staff to review the Fundraising strategic plan to ensure it remains fit for purpose</li> <li>• Maintain processes and protocols which will ensure that fundraising efforts match Sport for Good strategic long, medium and short term programme requirements</li> <li>• Keep up to date and comply with fundraising, data protection and other relevant legislation and standards</li> </ul>

	<ul style="list-style-type: none"> <li>• Build Laureus’ professional network, undertaking meetings, talks and presentations to existing and potential donors</li> <li>• Provide management and motivation of, and staff development for, Development Managers and other members of the Development team, with a particular focus in upskilling them on managing institutional grants</li> <li>• Actively consider and propose opportunities for strategic engagement of Academy, Ambassadors and Celebrities and liaise with LWSA office to deliver appropriate opportunities</li> <li>• Be a communications liaison identifying and presenting valuable Sport for Good communications content to key stakeholder audiences including staff, international and national partners, LWSA and Ambassadors, global partners, and wider sports fans</li> </ul>
<b>FURTHER TASKS</b>	<ul style="list-style-type: none"> <li>• Ensure a high level of presentation and conduct at all times setting an example to other members of the team and demonstrating the professionalism for which Laureus Sport for Good Foundation has become known at all times.</li> <li>• International travel as required</li> </ul>
<b>KEY SKILLS/ EXPERIENCE</b>	<p><b>Necessary:</b></p> <ul style="list-style-type: none"> <li>• Proven experience of securing and managing fundraising partnerships with major global institutional donors</li> <li>• Excellent understanding of development and fundraising sector – preferably with prior experience within sport for development</li> <li>• Fundraising contacts and relationships with potential donors and institutional funders</li> <li>• Proven track record of management</li> <li>• A collaborative approach whilst also able to motivate and self start initiatives under pressure</li> <li>• Excellent project management skills with good grasp of budgets and financial reporting</li> <li>• Committed and dynamic with a ‘can do’ attitude, and strong problem solving skills.</li> <li>• Languages – Fluent English, other languages an added benefit</li> </ul> <p>Desired:</p> <ul style="list-style-type: none"> <li>• Proven track record of fundraising through other revenue streams such as events or corporate donors</li> </ul>
<b>VALUES</b>	<p>This is a key Sport for Good team role and the person undertaking it must model the following Sport for Good values:</p> <p><b>Teamwork – <i>we will engage in relationships of mutual trust and support:</i></b> by recognising and valuing the importance of each team member within Sport for Good, the wider Laureus family, our programme partners, our global partners and our wider stakeholder group</p> <p><b>Responsible stewardship – <i>we will take good care of the trust placed</i></b></p>

	<p><i>in us</i>: relating to our brand and reputation; the financial resources entrusted to us; the talents of our staff; and the trust placed in us by beneficiaries and other stakeholders</p> <p><b>Innovative leadership</b> – <i>we will be innovative leaders</i>: unafraid to pioneer new ways of addressing social challenges, with new partners, in new territories; leading in our monitoring, evaluation and research and in building like-minded coalition; and raising our voices and influence to grow the use of sport for development and societal transformation</p> <p><b>Beneficiary focussed</b> – <i>we will put the interests of beneficiaries first</i>: in our everyday work, the programmes we fund, our research, our advocacy and our communications and marketing</p> <p><b>Excellence</b> – <i>we will be excellent in everything we do</i>: in the standards to which we perform all our activities and in all our outputs, in our stewardship of funds invested through us for social change, in our engagement with programme participants, in our development of staff and partners and in every other aspect of Laureus Sport for Good</p>
--	--