

Job Title:	Fundraising & Corporate Partnerships Lead		
Department/Group:	Development	Contract term:	Initially 12-months
Location:	Mellow Parenting Office, Glasgow	Working days (hours):	3-days (22.5 hours)
Travel required:	Yes	Salary:	£29,490 - £31,630 DOE (Pro rata)

Applications Accepted By:

Email:

ENQUIRIES@MELLOWPARENTING.ORG
 Subject Line: Fundraising & Corporate Partnerships Lead
 Attention: HR Officer

Post:

FAO HR Officer
 Mellow Parenting
 Unit 4 - Six Harmony Row
 Glasgow G51 3BA

Who are Mellow?

This is an incredible opportunity for an experienced individual to join a dynamic Scottish Charity with a global reach. Mellow Parenting is dedicated to enhancing the lives of parents, caregivers, infants, children, and young people through the empowerment of relationships. Our family of evidence-based programmes are firmly rooted in attachment theory, social learning theory, and cognitive-behavioral therapy. These programmes are delivered in supportive group environments as well as in one-on-one settings. Our focus is on early intervention, and we adopt a trauma-informed, strength-based approach.

Our vision is for every child and young person, wherever they are in the world, to be part of a safe and nurturing family and our mission is to make this vision a reality. To achieve this, it is critical that we support parents and caregivers as we understand that children and young people are not living in isolation, and the quality of their relationships is critical in ensuring optimal outcomes. We accomplish this by providing the early years' workforce with comprehensive training and ongoing support, so they feel confident and equipped to deliver our programmes to the families they serve. Our programmes are designed to enhance the mental health, well-being, and relationships of all participants.

The advertised position

We are seeking someone who understands the importance of early relationships and is as passionate as we are about making a global difference in whole family wellbeing and relationships. We have an exciting opportunity for a motivated and talented Fundraising & Corporate Partnerships Lead who will help us grow our non-profit income and expand our pool of donors, to promote the financial security and sustainability of Mellow Parenting. Working closely with the CEO, the postholder will help secure and sustain existing and future funding streams, develop and execute a Corporate Partnership Strategy.

The ideal candidate must have previous experience in working within the charity sector, have a track record of successful grant applications and developing cooperate partnerships with the ultimate aim of generating income or other non-monetary support to assist with securing the long-term sustainability and growth of Mellow Parenting. The post-holder will cover the whole spectrum of fundraising duties and needs to think strategically and work operationally. They will need to be confident in representing the organisation externally and coordinate and maintain strong working relationships.

Key Responsibilities:

Fundraising

- Research and keep a record of the eligibility criteria and deadlines for suitable Corporate, Trust, Foundation & Statutory grant opportunities.
- Collaborate with colleagues to ensure that the organisation's work is effectively presented to potential funders.
- Take lead on the writing and timely submission of high-quality applications to charitable funders.
- Set and achieve income targets for all fundraising activities, with a focus on developing strategies to maximise unrestricted income in consultation with the CEO and Finance Officer.
- Take the lead in developing new fundraising initiatives and techniques as needed.
- Support the engagement and strengthening of relationships with existing partners and donors, either through direct engagement or by supporting and coordinating engagement activities with colleagues.

Corporate Partnerships

- Work with the CEO to create a long-term strategy for corporate partnerships.
- Lead the implementation of the corporate partnerships strategy.
- Network and conduct desk-based research to identify potential corporate partnerships.
- Proactively maintain a pipeline of organisations to partner with and involve colleagues in the development of the pipeline as needed.
- Manage partnerships with the aim of securing long-term agreements that will maximise income and non-monetary support.
- Develop specific products and services that can be delivered as part of partnerships or offered commercially to a wider range of organisations.

General Responsibilities

- Fully participate in team meetings and contribute to the organisation's broader strategic goals.
- Attend relevant conferences, do presentations, and network as a representative of Mellow Parenting.
- Undertake any other duties as reasonably required within the scope of the role.

Person Specification: Fundraising & Corporate Partnership Lead

Essential Experience

- Experience of effectively managing a fundraising strategy
- Evidence of developing successful fundraising applications to trusts, foundations, statutory bodies, bilateral or other institutional grant funders
- Evidenced track record of successfully establishing corporate partnerships leading to income generation
- Demonstrable networking experience to build ongoing relationships
- Experience of developing strong partnerships, particularly with Corporates, Trusts & Foundations, Major Donors

Essential Skills & Abilities

- Outstanding communication skills, including experience of communicating effectively across varied audiences, both verbally and in writing
- Able to build strong and lasting relationships with key stakeholders
- Excellent organisational, planning and project management skills
- Outstanding research skills, including identifying and monitoring potential funders
- Exceptional negotiating, diplomacy and people skills
- Able to work flexibly and effectively under pressure to meet fluctuating deadlines.
- Able to work as part of a team and on own initiative.
- Willingness and ability to travel.
- Willingness to undergo full Disclosure checks.

Knowledge

- Understanding of statutory, trust and institutional fundraising, including research sources and funding criteria
- Fundraising Regulator guidelines
- Understanding of how to develop corporate partnerships

Desirable

- Have existing knowledge and understanding of Mellow Parenting as an organisation or willing to learn.
- Understand the role of cultural and contextual relevance when delivering therapeutic interventions
- Understanding the significance of working in a trauma-informed way and using a whole-family approach.

Education/training

Essential

- A minimum of 3 years' experience in Fundraising
- A strong academic record, to degree level or equivalent, in subjects demanding strong written English

Desirable

- A Fundraising Diploma or professional qualification is advantageous but will not outweigh experience
- Relevant continuing professional development

Benefits

- Salary - MP Point DOE: £29,490 - £31,630 (Pro rata)
- 6% pension contribution
- Life insurance cover
- 30 annual leave days (Pro rata)
- Additional annual leave day as birthday leave
- Company laptop
- Travel expenses
- Quarterly team mental health activities
- Contract term – 12 months with option to extend subject to funding.

After completion of 3-month probation period:

- Flexible hybrid working
- Costco membership
- Further training opportunities