

Come and join our teams as Head of Funding, Development and Partnerships



Sharks Community Trust (SCT) is the official charity partner of Sale Sharks Rugby Club.

We work hard every day to deliver our mission to inspire, support and deliver change to communities across the North West to people of all ages and abilities.

We work with over 12,000 people annually in three key areas: Community Engagement, Education and Rugby Development. Our highly skilled, dynamic and passionate team deliver over 50 community projects that change the lives of people across the North West; from children and young people right through to senior citizens.

We believe in the power of our sport being used to positively transform people's lives. We believe the North West is a home to extraordinary people like you. **This is your chance to be part of our story!**

The charity is now looking to recruit the role of **Head of Funding, Development and Partnerships** to help provide strategic leadership and development for Trust programmes and the staff team.

Benefits of working for Sharks Community Trust

Sharks Community Trust expects professionalism, enthusiasm and dedication from its staff team. In return, you will get the following:

Sharks Community Trust Employee Benefits	
Uniform	Everyone will receive an allocation of Sale Sharks kit annually based on their role
Pension	All employees will be enrolled in the Trust's pension scheme and the Trust will match your contribution up to 3%
Annual Leave	Everyone is entitled to 20 days holidays plus all bank holidays and extended days over Christmas. This allocation increases after three years' service.
Club Shop Discount	Discount in the club shop
Gym access	Access to the Sale Sharks High Performance Centre gym
Match Tickets	Access to Sale Sharks home matches for both the men's and women's team
CPD	Opportunity to develop yourself through a range of external and in house training
Work Phone or Mobile Phone Allowance	Depending on your role at the Trust, you will either receive a work phone to complete your role or a phone allowance. Phone allowance ranges from £10-£20 per month
Health insurance	Trust staff will be enrolled in the organisation's Vitality health insurance scheme after a successful six month probationary period
Management	Supportive and encouraging management group

Details of role

Job Description			
Job Title:	Head of Funding, Development and Partnerships	Contractual status:	Full-time
Hours of work:	37.5 hours per week	Salary range:	£34K-£38K
Location:	Sharks Training Centre, Carrington	Reporting to:	CEO
Closing date:	Thursday 18 th August 2022	Interview date:	TBC

Job Summary:

Sharks Community Trust is looking to recruit a Head of Funding, Development and Partnerships who will have responsibility for building and developing an array of programmes to deliver the strategic vision of Sharks Community Trust across Greater Manchester and the North West.

Role and Responsibilities:

The Head of Funding, Development and Partnerships will be a demonstrable leader, incorporating an effective blend of strategy, people management, commercial and programme management skills. Key roles and responsibilities will include.

- Securing income for the full range of Trust programmes and ensure that Foundation programmes are run as effectively as possible, deliver on targets and budgets, and enable future growth.
- Ensuring that each Trust programme is supported by strong monitoring and evaluation with robust, timely reporting and in line with expectations of project funders.
- Maximising ongoing fundraising opportunities, notably increasing the number of corporate partners the Trust works with.
- Developing existing and creating new Foundation programmes and initiatives in line with local and national priorities, the Foundation's vision and growth plans particularly within health, inclusion and education.
- Lead on the reporting and development of the Trust's strategy.
- Deputise for the CEO whenever required within both external environments and internally including management of payroll and accounts.
- Effectively manage internal and external stakeholders.
- Manage and develop the Trust's media and marketing content including acting as line manager for the Trust's Communications Manager to ensure the Trust gains positive coverage for its range of programmes.
- Any other duties commensurate with the level of this post as reasonably requested by the CEO.

It is expected that the role will include working evenings and weekends including match days. This will always be agreed in advance with time off in lieu offered.

It is key to this role that candidates

- Understand and implement the Trusts' Safeguarding policy, procedures and best practice guidelines and to use this understanding to ensure safe working practices, appropriate reporting of concerns and contribute positively to a safe environment
- Demonstrate the Sharks Community Trust values at all times.
- Promote Sharks Community Trust and Sale Sharks brand and ethos in a professional and positive manner.
- Be committed to applying and promoting equality, diversity and inclusion across Sharks Community Trust and comply with all Charity policies and procedures.

Person Specification

Qualifications	<ul style="list-style-type: none">• No essential formal qualifications are required
Experience and Skills	<ul style="list-style-type: none">• Five years' experience in working in a similar sector• Proven success at building excellent working relationships and operating effectively as a member of a leadership team• Understanding of or experience in the charitable sector, specifically a track record of securing funding from trusts, grants or similar bodies• Evidence of sound commercial judgment and decision-making capability• Strong leader, with experience of successfully leading and managing diverse teams• Experience as a public spokesperson; evidence of confident and articulate communication experience with a range of stakeholders• Experience of producing monitoring and evaluation reports and providing evidence of impact to project partners• Evidence of the ability to develop and manage budgets• Proven ability to establish a strategic vision for a business and to lead the organisational, management and cultural changes to realise that vision• Experience of managing social media / digital content campaigns

	<ul style="list-style-type: none"> • Excellent knowledge of Microsoft 365 packages. • High attention to detail including good use of grammar and spelling.
Personal Attributes	<ul style="list-style-type: none"> • A passion for the community and making a difference. • Ability to work to tight deadlines • Dynamic, engaging and collaborative leader with a passion for getting the best out of people • Clear strategic thinking and planning but 'hands on' in approach. Unafraid to 'do' as well as delegate • Flexible, adaptable, able to think creatively as plans evolve and events unfold • Strong influencing skills: persuasive, able to win support and engagement of others • Committed to demonstrating the highest professional standards of operation and delivery at all times • Excellent communicator with an ability to communicate effectively with a diverse range of people, and able to present a highly professional image when representing Sharks Community Trust. • Positive mindset: resilient, able to balance multiple priorities and remain focused and clear • A committed and loyal individual who leads in terms of commitment and work ethic by personal example. • A commitment to the aims, vision and values of Sharks Community Trust • Ability to work within a team and foster good working relationships as well as being able to work alone • Excellent organisation and time management skills • Excellent communication and motivation skills • Willingness to work flexible hours • Full driver's license and use of a vehicle

Sharks Community Trust is an equal opportunities employer and encourages applications from all sections of the community. The successful candidate will undergo an enhanced DBS check to work with children and vulnerable adults and employment will only be offered if a clear check and suitable references are received back.

To apply:

Please send a CV and a covering letter setting out why you believe you are our ideal candidate to claire.hanrahan@salesharks.com.

Please do not hesitate to contact Claire if you would like to discuss the role in more detail.

***Please note only candidates selected for interview will be notified.**