



Project 18 Business Development and Fundraising Manager

Location: Office based (Stirling, FK9 5AP)
Salary: £Competitive
Job Type: Permanent (35 hours per week)
Company: Stirling County Rugby Football Club (SCRFC)

An exciting opportunity has arisen for an experienced Business Development and Fundraising Manager to join Stirling County Rugby Football Club (SCRFC).

SCRFC is going through a series of major development changes, having recently achieved charitable status and last year we initiated a new fundraising programme, Project 18. As a result of this we now seek an experienced Business Development and Fundraising Manager, to manage the business development and drive fundraising forward.

ROLE OVERVIEW

As the Project 18 Business Development and Fundraising Manager for SCRFC, reporting to the Board, you will proactively manage the business development and fundraising activities for SCRFC, whilst building and maintaining excellent working relationship with new and existing sponsors.

Your duties will include:

New Business and Fundraising Development

- Identify and prospect for potential new sponsors to convert them into committed, long-term partners
- Network as appropriate within your market and geographic area to ensure a robust pipeline of sponsorship opportunities
- Meet potential sponsors by growing, maintaining, and leveraging your network
- Identify potential sponsors, and the decision makers within their organisation
- Research and build relationships with new sponsors prior to meeting face to face
- Plan approaches and pitches, preparing presentations as applicable
- Develop proposals that speak to the sponsors needs, interests and objectives and are financially viable for both parties
- Handle objections by clarifying, emphasising agreements and working through differences to a positive conclusion
- Use a variety of styles to persuade or negotiate appropriately
- Present an image that mirrors that of the sponsor
- Research, implement and lead new fundraising opportunities and initiatives
- Take the lead on all fundraising events



Sponsor Retention

- Present new products and services and enhance existing sponsor relationships through regular and relevant communication, networking and sponsor events
- Assist with current sponsorship deals and liaise with sponsors accordingly
- Organise match day lunches with sponsors
- Work closely with operational staff and other internal colleagues to meet sponsor needs
- Arrange and participate in internal and external sponsor debriefs as appropriate

Business Development Planning

- Attend networking functions, such as Scottish Rugby events and collate feedback and information on market and creative trends
- Consult with management on trends with a view to developing new services and products

Management, Research and IT

- Submit progress reports to management and ensure data is accurate
- Develop an effective CRM system
- Forecast and meet sponsorship targets
- Track and record activity on sponsor accounts and secure sponsorship deals to meet these targets
- Keep the SCRFC website current and up to date with sponsorship information
- Understand the SCRFC's goal and purpose to continue to enhance financial performance
- Maintain all business development and fundraising administration to ensure it is up to date and accurate at all times
- Continuously look for ways to develop and learn, in relation to the role, the remit and technical IT skills

ROLE REQUIREMENTS

The role would suit an individual with excellent written and verbal communication skills, coupled with enthusiasm and self-motivation. Being able to lead by example whilst adopting an innovative, confident, and positive approach to your work is essential.

The successful candidate will have proven business development and/or fundraising experience; prior experience within a sporting field would be an advantage but is not essential. CRM experience, excellent IT skills, including experience of social media marketing, and a current clean driving licence (with your own transport) are also required.



ABOUT STIRLING COUNTY RUGBY FOOTBALL CLUB (SCRFC)

Stirling County RFC, one of Scotland's leading rugby clubs, is going through a period of rapid and exciting development. SCRFC provides a rugby pathway from minis to seniors, where players can strive to play at the highest level most suited to their ambition and abilities. As a club, we continue to grow and develop and we were recently awarded a Super 6 licence from Scottish Rugby, a new and separate tournament within Scottish Rugby's competition structure.

SCRFC is an equal opportunities employer and positively encourages applications from suitably qualified and eligible candidates regardless of sex, race, disability, age, sexual orientation, transgender status, religion or belief, marital status, or pregnancy and maternity.

Any offer of employment will be subject to the successful candidate holding the right to work in the UK.

APPLICATIONS

For further information and an informal discussion, please contact John Gibson, Director, on 07702 795 213 or visit our website: <http://www.stirling-county-rfc.co.uk>

If you wish to apply for this position please submit your CV with a cover letter to: emma@stirlingcounty-rfc.co.uk

The closing date for applications is Friday 5 July 2019.

WE ARE SORRY BUT WE DO NOT ACCEPT APPLICATIONS FROM RECRUITMENT COMPANIES