

Partnership Engagement Manager – WasteAid

WasteAid - Our vision

Our vision is a world with equal access to waste services for all.

Helping communities and governments manage their waste properly is vital if we are to achieve the Sustainable Development Goals. Waste management has a powerful and positive impact on people's well-being.

Our mission – fighting poverty, pollution and climate change

Around 1 in 3 people globally do not have decent waste management. Pollution caused by waste harms people's health and the environment and damages the local economy. In contrast, an affordable waste management system is relatively simple to implement, improving the environment, creating jobs and protecting public health – particularly for children.

Plastic pollution in the marine environment is of major global concern, and WasteAid is helping tackle this global problem. We work with upstream and coastal communities to set up small recycling centres and help keep plastic out of rivers and the oceans. We also share skills in managing organic waste, helping people make the most with their resources.

Open dumping and burning of waste releases climate change emissions, contribute to both short-term and long-term impacts. Black soot from burning and methane from open dumping are of special concern. We offer communities a safe and sustainable alternative to dangerous dumpsites and toxic air pollution.

Our values

Our founding principles come from our origins in the waste management industry, which itself grew out of the public health movement in the UK in the late Victorian era.

We believe in equality of access to decent public health for all people and advocate the role of good waste management to achieve this.

We are inclusive and empowering of the communities in developing countries that we seek to serve and support.

We believe in the power of appropriate technology transfer, training and skills development to create livelihoods and reduce pollution.

We are collaborative and work in a collegiate spirit with all partners and funders.

Our priorities for 2020-2023

- Focus on developing sustainable livelihoods through community-level interventions and make further strides in working with policy makers at local and national level.
- Address all common waste streams.
- Build on projects in Africa and Asia but do not exclude opportunities to partner with organisations elsewhere.
- Empower communities to act themselves (through campaigns and waste management activities).

We will continue to campaign to encourage the donor community to increase spending on waste management from 0.3% to 3% of international aid.

We recognise that **dynamic partnerships amplify our impact**, so we will continue to:

- partner with established groups in lower- and middle-income countries to share skills and knowledge about local and low-cost sustainable waste management.

- support other international non-governmental organisations to build their capacity using evidence-based approaches to sustainable waste management.
- cooperate with individuals and businesses who want to help address the global waste crisis.

We will maintain a **geographical and thematic focus**:

Primary focus: We will continue to build on our two-year UK Aid grant-funded projects in West, East and Central sub-Saharan Africa, developing these partnerships as regional hubs of expertise / training centres and developing networks of practitioners. Pursue opportunities to develop additional grant-funded initiatives in these geographical regions.

Corporate partnerships and service delivery: We will work with others to deliver training and capacity building programmes in any community in a lower- or middle-income country that does not have an effective waste management service (where open dumping and burning are the norm).

Online resources: We will seek to inspire communities to act and to advocate for sustainable waste management in achieving the Sustainable Development Goals, through providing free and accessible online resources and engagement.

Person Specification

We are looking to recruit a dynamic, motivated and experienced professional to develop our income generation strategy across a variety of income streams (predominantly corporate partnerships and through trusts and foundations).

To be successful you will have a proven experience in income generation with good influencing skills, the confidence to implement and develop fundraising strategies, be able to demonstrate excellent stewardship, have a successful track record of building successful relationships and having a collaborative nature.

Job Description

Job Title: **Partnership Engagement Manager**

Contract: 6 months initial contract, with a view to permanent contract at the 6 months point

Salary: £36,000 – 38,000 per annum (pro rata)

Incentive: Annual salary review against targets

Location: Home Based

Hours of work: 37.5 hours per week

Days of Work: Monday to Friday

Job purpose

To generate sustainable funding through corporates, trusts and foundations growing the organisation's income and improving retention and acquisition levels.

Development of Strategy

Lead on developing and delivering the income generation strategy for corporates, trusts and foundations working with CEO and the wider WasteAid team.

Income Generation

- Research and develop potential opportunities for maximising income generation;
- Identify and secure new supporters/partners and ensure effective engagement with established supporters
- Improve donor acquisition and retention levels;

- Develop a Corporate Partnership Programme, securing and managing long-term partnerships;
- Implement an effective Donor Stewardship Programme to maximise the lifetime value of all supporters, ensuring all funders receive the appropriate acknowledgement, recognition and required feedback in line with their specific requirements;
- Achieve agreed income generation targets.

Raising WasteAid's Profile

- Build and foster relationships in linked sectors through proactive networking and representing WasteAid at a wide range of events;
- Identify and develop relationships with key supporters;
- Promote the aims and objectives of WasteAid, increasing public awareness and support;
- Develop, manage and deliver a limited events programme, including digital events;
- Improve WasteAid's visibility in the community through the recruitment, management, training and development of a team of fundraising volunteers to support the achievement of the fundraising objectives.

Marketing and Communication

- Develop and maintain appropriate fundraising literature to attract donors and support compelling applications for funding;
- Be responsible for the organisation's newsletter, maintaining effective communications and good relations with our donors and ensuring that they are updated on the organisation's work and achievements;
- Utilise and maximise the use of all communication platforms to promote fundraising and the work of WasteAid including social media, local media support and the promotion of third party led fundraising;
- Ensure all communication channels are monitored, including social media comments and inboxes, and any incoming communications and queries dealt with in an appropriate and timely manner.

Other

- To analyse, monitor and report on fundraising activity and performance to inform ongoing fundraising planning and improvement;
- To be responsible for the development and effective use of the fundraising database to maximise income opportunities and ensure effective stewardship and reporting;
- To be responsible for ensuring accurate and up to date records are kept of all fundraising activities;
- To be responsible for ensuring WasteAid's fundraising and communication activities follow best practice and are compliant with internal policies and procedures, GDPR, the Fundraising Regulator's Code of Practice, the Privacy and Electronic Communications Regulation, Charity Commission requirements and all other relevant legislation;
- To review develop and implement fundraising processes and procedures to ensure that best practice is achieved;
- To keeping abreast of new fundraising developments, initiatives and opportunities;
- Any other duties as required.

Person Specification

Experience

- Proven experience and ability in income generation with good influencing skills;

- Experience of leading, developing, managing and maintaining fundraising relationships;
- Experience of generating funds from a range of supporters, specifically corporate partners, small-medium sized businesses and trusts and foundations
- Experienced in working with and developing corporate partnerships;
- A proven track record of developing and securing new fundraising streams;
- Good understanding of fundraising regulations, standards and best practice.

Skills

- Excellent verbal and written communication skills with the ability to make communications engaging and persuasive for a diverse range of audiences
- Excellent relational skills;
- Ability to engage confidently with a wide range of stakeholders with a proven ability to build relationships and partnership working;
- Strong and effective networking skills;
- Effective IT skills, including Microsoft Word, Excel and use of fundraising CRM systems, knowledge of desktop publishing packages would be an asset;
- Uses original and creative thinking to make improvements or support the initiation of new approaches.

Personal Attributes

- A self-starter;
- Passionate about fundraising;
- Motivated, enthusiastic, reliable and professional;
- Effective communicator;
- Strong organisational time management skills with the ability to prioritise effectively to meet deadlines;
- Willing to take part in all activities, taking a 'hands-on' approach to getting things done;
- Enjoy individual, team and collaborative working;
- Demonstrate a consistent high standard of work and attention to detail;
- Willing to learn;
- Willingness to travel to clients' locations;
- Works with honesty and integrity and is aligned with WasteAid's values;
- Ability to adapt to changing environment.

Knowledge of issues linked to WasteAid's work in either the waste management, environmental and climate change or international development sectors is highly desirable.

Qualifications

- Institute of Fundraising qualifications desirable

How to Apply

If you are interested in the opportunity to become our Partnership Engagement Manager then your application should comprise a CV with details of your experience and achievements, together with a supporting letter (of no more than two sides of A4) which addresses the Person Specification.

Applications should be sent electronically to recruitment@wasteaid.org no later than **12 noon on 1st October 2020.**

We will endeavour to contact everyone who has applied, but only those being short-listed for interview will be contacted in the immediate first instance. References will be taken up on completion of the interview and before a confirmed offer of employment.