



JOB POSTING – Head of Partnerships

Organisation:	Right To Play UK
Reports to:	Executive Director
Work location:	Flexible/Remote with regular travel to London (office is in Kennington)
Work arrangement:	A combination of in-office and remote-working in accordance with Right To Play's work arrangement and the operational needs of the UK team.
Authorised to work in:	UK (Eligible to work legally without requiring sponsorship or work permit)
Salary range:	£40,000 - £48,000 per annum
Holiday:	25 plus statutory holidays
Target start date:	July/August 2022
Contract:	Permanent/Full-time – open to flexible patterns
Closing date:	4 July 2022

BACKGROUND:

Right To Play is a global organisation that protects, educates and empowers children to rise above adversity using play. By harnessing play, one of the most powerful and fundamental forces in a child's life, we helped 2.3 million children last year to stay in school and out of work, to prevent life-threatening diseases like HIV and malaria and to stay safe from exploitation and abuse. We are the only global development organisation focused exclusively on using play to transform the lives of children and youth impacted by poverty, war, disease and inequality.

Established in 2000, Right To Play reaches children through experiential programming in 15 countries in Africa, Asia, the Middle East, and North America. These programs are supported by our headquarters in Toronto, Canada; London, UK and national offices across Europe (Germany, The Netherlands, Norway, Switzerland, UK) and North America (Canada, US).

With a shared passion for our mission, our Culture Code guides how we act and interact based on five core pillars:

- Accept Everyone – *Be intentional about inclusion*
- Make Things Happen – *Seek opportunities to lead and innovate*
- Display Courage – *Act with integrity*
- Demonstrate Care – *Look after yourself and one another*
- Be Playful – *Have fun at work*

Please visit [our website](#) to learn more about who we are and what we do, and [watch this video](#) to find out about the five pillars of our Culture Code.

JOB SUMMARY:

Reporting to the Executive Director, Right To Play UK, the Head of Partnerships will be responsible for leading on mid and major donor fundraising for Right To Play UK, managing strategic relationships with individuals, trusts and foundations, institutions and corporates. They will develop a strategic vision for Right To Play UK's work in this area, leading the partnerships team and building on, and developing, an existing portfolio of donors, as well as growing our work in other key areas, including legacies and philanthropic partnerships.

The Head of Partnerships will be a key member to Right To Play UK leadership team, working alongside global colleagues across the Right To Play organisation, to engage our supporters, uphold the Right to Play brand, and encourage new support for Right To Play's work, ultimately empowering the millions of children in our programmes. This is an exciting time to join the organisation, delivering a new UK strategy, that will create the opportunity to build our support base, working to ensure more children around the world are protected, educated and empowered.

PRIMARY RESPONSIBILITIES:

- Lead on developing, implementing and reporting on Right To Play's strategic partnerships strategy, plans and budgets in the UK, in alignment with Right To Play's global strategic plan, in collaboration with the Executive Director.
 - Direct management of a range of strategic relationships with a portfolio of individuals, trusts and foundations, institutions and corporates, as well as oversight of relationship management by colleagues and the Partnerships team.
 - Lead on researching, identifying, developing and supporting new funding opportunities.
 - Lead on ongoing communications strategy for our mid and major donor support base, building support and ensuring consistency across a range of constituent groups.
 - Liaise on grant management and proposal development with a range of international colleagues from across the global Right To Play organisation.
 - Manage a growing partnerships team, with direct line management of the Partnerships Manager.
 - Contribute to global projects and strategies through the global fundraising team.
 - Support the work of the wider Right To Play UK team, focussing on shared team goals.
 - Undertake any other activities reasonably requested by the Executive Director.
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PERSON SPECIFICATION:

- At least five-year's experience working within a senior fundraising role, managing strategic relationships with a range of major donors.
- Experience of developing and securing high value relationships and gifts.

- Experience of developing/approving reports and proposals for major donors and/or tailoring to a UK audience.
- Experience of representing an organisation at a senior level, with excellent networking skills.
- Highly developed interpersonal skills, with demonstrable experience in negotiating and influencing.
- Experience of managing a varied workload and balancing conflicting priorities.
- Excellent written English and a high attention to detail for writing professional external communications.
- Excellent interpersonal skills and the ability to deal sensitively and diplomatically with a variety of people, internally and externally.
- Excellent organisational and time management skills with the ability to manage a varied workload.
- Ability to work flexibly and collaboratively in a team with enthusiasm and commitment.
- Willingness and ability to work additional hours as required at events and business meetings (with TOIL provided).
- Understanding of and commitment to the aims and values of Right To Play.

Desirable:

- Understanding of International Development issues and context.
- Understanding of UK charity fundraising regulations and Data Protection legislation.
- Experience of working in a global organisation.

WHAT YOU'LL GET:

The opportunity to work with a passionate, innovative and collaborative team where you have the ability to make things happen. You will gain experience working for a globally recognised organization with a healthy culture premised on our Culture Code (**accept everyone, make things happen, display courage, demonstrate care and be playful**). In addition, we offer a competitive salary and benefits package including 25 days annual leaves plus statutory holidays, and personal learning & development days.

HOW TO APPLY:

If you are interested in applying for this position, please apply [here](#) to upload your resume and cover letter in English.

While we thank all applicants for their interest, only those selected for interviews will be contacted. **Shortlisting of applications will begin immediately and interviews may be held before the closing date.**



Right To Play provides equal employment opportunities to employees regardless of their gender, race, religion, age, disability, sexual orientation or marital status. As such, we encourage groups who have been historically disadvantaged with respect to employment to apply for positions at Right To Play. We offer a family-friendly environment that allows for flexible work arrangements in order to support staff diversity and ensure a healthy work-life balance.

We are a child-centered organisation. Our recruitment and selection procedures reflect our commitment to the safety and protection of children in our programs. **The successful candidate will be required to provide a satisfactory Vulnerable Sector Screening or equivalent criminal check as a condition of employment.**

Should you require any form of accommodation during the recruitment process, kindly contact the People & Culture team by email at careers@righttoplay.com

To learn more about who we are and what we do, please visit our website at www.righttoplay.com.

