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Partnerships Manager

Hours:

Full time

Position:

Paid

Type of work:

Development

Type of work:

Education

Type of work:

Fundraising

Employer:

CoderDojo Foundation

Summary:

We are looking for an experienced Partnerships Manager to work with our team

Description:

DESCRIPTION

Based: Dublin, with travel to other sites and event venues

Rate: €35000 ? €45000, dependent on experience

Basis: permanent; full-time, part-time or flexible

Eligibility: you must be eligible to work in Ireland

The role

CoderDojo is a global movement of free computer coding clubs for young people. The first Dojo was started six years ago, and there are now more than 1500 active Dojos in 75 countries, giving 45000 young people the opportunity to learn how to code in a fun, social environment. The CoderDojo movement is supported by the CoderDojo Foundation, a registered charity based in Dublin. In May 2017 the CoderDojo Foundation joined forces with the Raspberry Pi Foundation.

Our work is only possible because we are part of a fantastic and growing community that shares our mission. This community includes a wide range of organisations that provide us with funding, in-kind support, and much, much more. We are now looking for an experienced Partnerships Manager to work with our teams on the execution of the Foundation's partnerships and fundraising strategy.

Reporting to the Executive Director of the CoderDojo Foundation, you will work closely with the Raspberry Pi partnerships team and the CoderDojo community team to nurture existing partnerships and develop new ones with organisations and individuals that share our mission. You will also help us to expand our partnerships internationally, including by securing multi-annual relationships with core partners.

The ideal candidate will have experience of partnerships or sales in the education, communications, non-profit, or technology sectors. They will be well versed in working with multiple corporates, managing bespoke engagement strategies, and securing sponsorship for flagship events. While we expect you to come with an impressive track record, you will be joining a fast-growing non-profit organisation that offers unparalleled opportunities for development and growth.

The CoderDojo Foundation's staff is a team of ten people. Our offices are in Dogpatch Labs, a co-working space in the city centre of Dublin, where we also run a Dojo for local young people twice a month. We are passionate about education and technology. We are also known for playing card games over lunch. If you are looking to have a real-world impact as part of a growing global movement, then this is the organisation and the role for you. Find more information about our team [here](#) [1].

Main responsibilities

- Work with the Executive Director to lead the day-to-day delivery of the organisation's partnerships and fundraising strategy
- Proactively develop a pipeline of new opportunities for partnerships, cooperating with Foundation team members to identify prospective partners and develop relationships that will lead to new collaborations
- Work with the Events Manager to secure sponsorship that covers the running costs of the CoderDojo Coolest Projects initiative
- Support the Executive Director and the wider partnerships team as they develop new donor relationships to secure grants and donations
- Engage with the Foundation's existing and prospective partners to build effective long-term relationships
- Develop and implement engagement strategies for key partners
- Prepare funding applications, proposals, presentations, and pitches as required
- Monitor and evaluate all fundraising activities to ensure that goals are being achieved, and report regularly on performance

Experience and personal attributes

The ideal candidate will have excellent relationship management skills and will be a natural communicator and a creative thinker. You should have:

- At least three years' relevant experience, with exposure to developing and managing partnerships ideally in the education, communications, non-profit, or technology sectors
- A track record of initiating and securing event-based sponsorship across a wide range of tiers
- Experience of managing corporate relationships
- Competence in using a CRM or equivalent to track and measure the partnership pipeline
- Outstanding written and oral communication skills
- Evidence of being highly adaptable in your interactions with a wide range of people, with expertise in advocacy, networking, and negotiation
- Practical knowledge of preparing and presenting a compelling case for support in a variety of forms, in person and through written communication
- Experience of monitoring, reporting, and forecasting against plans and budgets
- Strong organisational and administrative skills

You will ideally have:

- Experience of working in an educational charity, or of working in/selling to corporates

- Understanding and practical knowledge of computer science education, or the aptitude and passion to learn
- Strong numerical skills
- Excellent presentation and public speaking abilities

Timetable for applications

Closing date: 17.00 GMT Thursday 9th November

Face-to-face interviews: 10-14 November

Application details:

Apply here > <https://raspberrypi.workable.com/j/1510F87746>

Region:

Dublin, Ireland

Closing date:

9 Nov 2017

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[1]

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