

## FUNDRAISING AND PARTNERSHIPS MANAGER

RainbowYOUTH fosters a safe, inclusive, whānau environment for queer and gender diverse youth and their wider community. We are a youth-led, youth-run organisation that values and respects the diversity and opinions of peoples everywhere. We are committed to honouring our obligations under Te Tiriti o Waitangi. RainbowYOUTH's vision is that all young people thrive in Aotearoa, he waka eke noa (a waka we are all in together, without exception). Our mission is to create social change by providing information, advocacy and support for queer, gender diverse and intersex young people, their friends, whānau and wider communities.

We are a close-knit team who enjoy working together and supporting each other, in a fun (and often fast-paced!) working environment. We are passionate about empowering and uplifting queer and gender diverse young people, as well as working to dismantle the barriers they face in our society.

<b>1. ROLE DETAILS:</b>	
Position title:	Fundraising and Partnerships Manager
Reports to:	Executive Director
Hours and remuneration:	40 hours per week (flexible, open to part time hours), \$56,000 salary with annual \$5,000 bonus scheme
Start date:	March 2020
Location:	Tāmaki Makaurau (Auckland)

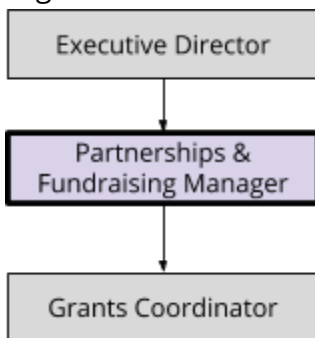
<b>2. ROLE OVERVIEW:</b>
This is a newly created role to develop fundraising avenues for RainbowYOUTH and help manage RainbowYOUTH's partnerships effectively. The role will be focused on building on our current partnerships and funding opportunities, whilst also developing new fundraising partnerships and initiatives. The Fundraising & Partnerships Manager will have a broad fundraising focus with the opportunity to develop revenue across; individual giving and the development of an annual appeal, corporate partnerships, events, community and peer-to-peer fundraising, and trusts and foundations fundraising.

You'll be the key person liaising with our partners and ensuring that we're meeting their needs, as well as developing mutually beneficial agreements. This role will have a national focus and may involve travel from time to time.

As a manager you will also work alongside the leadership team to support the wider staff team, and develop and deliver the organisational strategy and goals.

RainbowYOUTH is committed to the development and growth of our team members. As part of this role you will be offered professional development opportunities and supported to pursue projects that you are personally passionate about.

Organisational context:



### 3. ROLE RESPONSIBILITIES:

Description	Key outcomes	Time allocation
<p><b>Develop fundraising income</b></p> <ul style="list-style-type: none"> <li>Identify opportunity areas for new fundraising avenues. Create and deliver a plan for developing initiatives</li> <li>Further develop and grow existing fundraising initiatives</li> <li>Seek out new corporate and community fundraising partnerships in order to grow overall revenue.</li> </ul>	<ul style="list-style-type: none"> <li>Income avenues are diversified</li> <li>Fundraising initiatives are strengthened</li> <li>Targets tied to bonus scheme to be agreed</li> </ul>	25 hours per week (62.5%)
<p><b>Relationship management with funders and partners</b></p> <ul style="list-style-type: none"> <li>Building and growing valuable relationships with partners and key stakeholders</li> <li>Liaising with our partners regularly both</li> </ul>	<ul style="list-style-type: none"> <li>Partners and stakeholders report high trust and engagement</li> <li>Relationships are</li> </ul>	10 hours per week (25%)

# RainbowYOUTH

know who you are, be who you are.  
whāia tō ake ngākaunui, i te pono i te mārāma

<p>proactively and reactively regarding activities at RainbowYOUTH</p> <ul style="list-style-type: none"><li>• Working with the Communications &amp; Engagement Manager to ensure recognition of partners including but not limited to on print resources, our website and social media</li><li>• Host an annual supporters breakfast</li></ul>	<p>maintained and grown long term</p>	
<p><b>Staff and organisational management</b></p> <ul style="list-style-type: none"><li>• Recruit and manage staff in your team</li><li>• Coach staff to learn and grow in their roles</li><li>• Support the development and delivery of the strategy and annual plans</li><li>• Lead multicultural, including Māori, engagement across your team</li></ul>	<ul style="list-style-type: none"><li>• Staff report high levels of engagement, learning and growth</li><li>• The strategy and annual plans are delivered</li></ul>	<p>5 hours per week (12.5%)</p>

## 4. SKILLS AND EXPERIENCE REQUIRED

- Experience working as a fundraiser and/or in a sales role
- Strong motivation and demonstrated success in achieving and exceeding targets
- Excellent interpersonal skills
- Relationship building and stakeholder management
- Verbal communication and presentation skills
- Passion for and interest in developing Rainbow communities

RainbowYOUTH is an inclusive employer and we value diversity. Applications will be considered regardless of ethnicity, religion, gender, sexuality, physical or mental ability. Work hours and locations can also be flexible.