

Application Pack

Thank you for your interest in working for Pilotlight. We are a unique, dynamic charity working to **help charities help more people, more effectively**. Our vision is a world in which charities and business work together to achieve positive social change.

We celebrated a 15-year anniversary in 2018 and have ambitious plans for the future. Our strapline is 'Great causes deserve great talent'. Recruiting talent to our staff team is hugely important for us.

About Pilotlight

We are a small organisation that has a big impact. Our 18 members of staff work out of two offices in London and Edinburgh and at any one time, we are supporting around 75 inspiring charities across the UK to plan for sustainability, development and growth. We support small and ambitious organisations tackling disadvantage in the UK, improving the lives of those most in need.

Since 2003, we have worked with over 1,800 business leaders to support over 800 charities and social enterprises.

Our values

Our values guide the way we work both as a team, and with our partner charities and businesses:

CONNECTING

We bring people together to create positive social change

UNLOCKING

We unlock potential and achieve results

DEMANDING

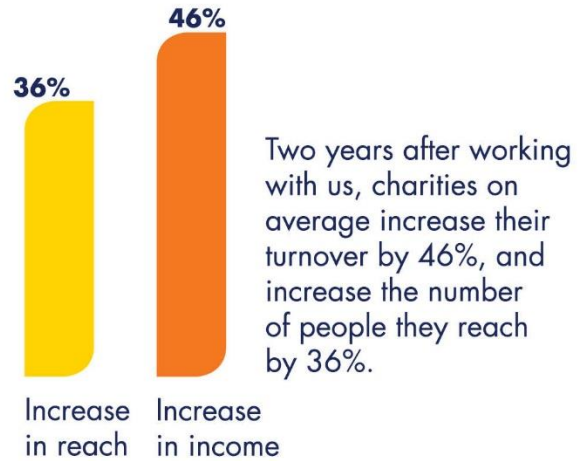
We expect the best of ourselves and of everyone we work with

Our impact

We help our charities become more resilient and deliver more effective and efficient services, resulting in better outcomes for disadvantaged people.

After working with Pilotlight, charity leaders report:

- ✓ More confidence in themselves
- ✓ More effective senior management team
- ✓ More effective board
- ✓ More effective services



How we do it

The Pilotlight Programme

We handpick teams of senior executives from the business community and match them with charities and social enterprises to help them plan for a sustainable future. We manage the transfer of skills over a 10 month period through our unique managed model. The Pilotlight Project Manager acts as a facilitator, coach and administrator, enabling us to achieve outstanding results for our charity partners and our business members.

Partnerships Programmes

Utilising skills at different levels within companies, we create bespoke 2 – 6 month programmes to offer tailored support to our charity partners, while providing a learning and development opportunity for the Pilotlighters.

Why we do it

The small to medium sized charities we support are experts in meeting the particular needs of their beneficiaries, but struggle in the challenging, and changing, environment. They often lack the resources or business skills needed to help sustain and grow their organisations to meet demand. By connecting charity leaders with talented business people who are keen to develop themselves and give something back, we help the charities create a stable future with greater impact for their service users.

Working at Pilotlight

We are a professional, talented, and friendly team, always striving to learn and grow. Each member of staff has the opportunity to be involved in all aspects of our work. We take pride in our work and our organisation and we have big ambitions. We offer a great learning environment, with training and development opportunities, a generous holiday allowance and other benefits.

Partnerships Manager Job Description

Reporting to Head of Partnerships
Starting Salary £35k + excellent benefits
Central London
Full time, Permanent

A unique role in a unique organisation.

Pilotlight is a dynamic, fast-growing social enterprise with established bases in Central London and Edinburgh, which uses the skills of the business sector to help charities and social enterprises be more effective. Through a managed process of coaching and mentoring by teams of our business executives (Pilotlighters), we help our charities and social enterprises to develop their strategic knowhow, strengthen their organisations and, ultimately, increase their impact.

You will be responsible for creating new and developing existing partnerships with businesses to help us achieve our strategy of innovating our offer and increasing our reach. Whilst being an exceptional ambassador of our work, you will look for every opportunity to maximise the number of *Pilotlighters* engaged in our programmes.

You will be innovative, target driven and ambitious. We are looking for someone who has a track record of developing key relationships and meeting significant new-income targets. You will be working as part of a talented, dedicated, friendly team, targeting relevant opportunities and driving growth through existing networks. You will have the opportunity to be involved in all aspects of our work.

Main purpose:

To lead on the creation of new and development of existing partnerships with businesses and recruiting individual Pilotlighters.

Main responsibilities:

- Create and develop new business partnerships in order to recruit new Pilotlighters
 - Research, target and convert a pipeline of prospective businesses, business networks and other useful contacts/referrers
 - Explore prospective partners' needs and identify where Pilotlight can address these through the Pilotlight Programme and our bespoke Partnership Programmes
- Development and growth of existing partnerships

- Cultivate strong, trusted relationships with key contacts to support retention and growth of partnerships
- Work with the Pilotlight team to continue to develop and refine the Pilotlight offer, both for business and charity partners

Competencies and experience:

- Excellent relationship building experience
- A track record of achieving new business targets
- Excellent ability to adapt approach / communication style with different audiences.
- A confident communicator and networker
- Excellent written and verbal communication
- Self-motivated and performance-focused
- Diplomacy, negotiation and influencing skills
- Knowledge of HR/Talent Development
- Knowledge of Corporate Social Responsibility
- Collaborative and consultative, with an entrepreneurial spirit
- Commitment to Pilotlight's mission and work.

To apply:

Please send your CV and answers to the following 2 questions to Imogen Jefferies: ijefferies@pilotlight.org.uk :

- Why do you want to join Pilotlight? (max 300 words)
- What skills and relevant experience makes you suitable for this role? (max 300 words)

Closing date: 1st December 2019

First Interviews: Week beginning 2nd December 2019 (via Skype/video conference)

Second Interviews: Week beginning 9th December 2019 (London)

Please note we can only respond to shortlisted candidates.
Applicants must have the right to work in the UK.