Job Application Form

Corporate Giving Executive

We are looking for an ambitious, tenacious and results driven individual to join our growing team to help fund and grow our vital work through new opportunities.
Dear Applicant,

Thank you for your interest in joining Ditch the Label. This pack includes the following:

- More information about Ditch the Label and the work that we do
- A job description
- Key responsibilities
- A person specification
- Technicalities and compensation

Please email your application to Sue@DitchtheLabel.org or post for the attention of Sue Jones to Phoenix House, 3rd Floor. 32 West Street, Brighton. BN1 2RT.

The deadline for submission is: 17th October 2021. Interviews will be held w/c 25th October 2021.

- Stage 1: Written applications (you’re here)
- Stage 2: Initial interview with up to 2 members of the Ditch the Label team (held virtually)
- Stage 3: Final interview with CEO (in-person, social distancing allowing)
- Stage 4: DBS checks
- Stage 5: Your first day! (goals)

We aim to respond to successful applicants within 7 working days from the deadline. We are able to provide feedback for applicants who have progressed past Stage 2.

We look forward to receiving your application.

Yours faithfully,

Dr. Liam Hackett
Chief Executive Officer
About Ditch the Label and Our Work
We are Ditch the Label, the global youth charity. For over 10 years, we’ve been on a mission to help young people overcome the issues that affect them the most. Whether that’s bullying, mental health, relationships, identity or the tough stuff in-between, we’re here. We provide digital safe spaces, direct support, education programmes, public campaigns and world-class research.

We reach millions of young people each year through our website, online community and social media channels. Corporate partnerships are integral to our work at Ditch the Label, enabling us to develop new initiatives, scale existing support programs and reach more lives with co-created campaigns and research reports.

To date, we have relied on inbound corporate partnerships only and have been fortunate enough to work with world-leading and recognised brands such as: EA Games, Unilever, Barclays, River Island, ASOS and Schwarzkopf. As part of our growth, we are looking for an ambitious Corporate Giving Executive to join our team.

We are social innovators at the cutting edge of digital engagement with an unrivalled understanding of youth and the current and emerging issues. We have the expertise and global reach to support young people in ways that feel natural to them and young people tell us all the time just how vital and life changing our support has been for them.

At Ditch the Label, we are always ready to take on the next challenge. If you think you are ready to work in a fast-paced environment as part of a passionate and hardworking team, then we want to hear from you.

For more information about Ditch the Label and our work, please visit us at www.DitchtheLabel.org/about/.

About Our Culture
One of the things we are proudest of here at Ditch the Label, is the welcoming culture of friendliness and team work that we have created. We take our work seriously, but not ourselves and believe that people work at their best when they are at their happiest and in an environment that is chilled and relaxed. Walk into our office and you’ll experience a light and airy buzz, with vibrant music, tons of breakout spaces, unlimited snacks and pretty much every combination of coffee you could ever imagine. We are proud to have a culture that permeates the values of Ditch the Label; we’re judgement free and here to support everyone in being their best possible selves.
Job Description

If you care about the issues facing young people and share our ambition and passion to drive change, our Corporate Giving Executive role is the perfect fit for you.

As the first person in this role, you will be working closely with the senior management to establish and scale a Corporate Giving Program that extends beyond in-bound opportunities. You will work against mutually agreed financial targets and KPI’s and be primarily responsible for cultivating new corporate partnerships. Primarily you will be responsible for growing:

- Corporate donations and appeals
- Corporate sponsorship of new and existing Ditch the Label work

You will be primarily based in our Brighton office with time also spent in London, plus opportunities to travel overseas. We will consider applications from candidates who wish to be primarily based in London.

Personal Attributes

We are looking for an individual who is a strategic thinker and able to develop and build on our fundraising strategy and activity, actively seeking new opportunities. The successful applicant must be passionate about the work of Ditch the Label and able to confidently articulate our values in order to build support and influence with external stakeholders – such as corporate decision makers and major donors.

A proven track record in fundraising is essential and we are ideally looking for a candidate with a proven track record of success in securing corporate donations. You must be innovative, fresh, energetic and have a strong drive to succeed.

Key Responsibilities:

- Generate new income from corporate donors to fund Ditch the Label’s vital services supporting young people aged 12-25
- Build a pipeline of new funding opportunities which have the potential to generate high value, multi-year donations
- Identify and make approaches to new prospects from scratch including major companies and high net worth individuals
- Develop relationships and steward potential donors through the new business pipeline, from making the ask to securing a partnership agreement
- Create bespoke, powerful and compelling written proposals for potential donors based on their requirements and leverage brand assets accordingly
- Deliver engaging and motivating pitches to potential donors
- Secure new contacts through networking opportunities and existing relationships
- Manage and develop relationships with new donors, as and when required
- Contribute to Ditch the Label’s fundraising strategy and budgeting process
- Monitoring, evaluating and reporting against KPI’s to the Chief Executive Officer and members of the board

Person Specification
• At least 5-years of experience in Corporate Giving
• Understanding of how to make a successful fundraising approach
• Tenacious and results driven
• Excellent written and verbal skills
• Great networking, interpersonal and influential skills
• The ability to confidently communicate our organisational values to individuals or in front of an audience
• Passionate about youth issues

Experience:

• Demonstrable new business experience securing major donations and partnerships in a fundraising role (or comparable experience from a different sector)
• Proven track record of developing a new business pipeline and winning new partnerships from scratch
• Experience of writing successful proposals or bids
• Experience of closing deals and securing partnerships

Particulars and Benefits

• Place of work: (Flexible) Brighton and London UK.
• Working week: Full-time (37.5hrs per week with a paid 60-minute lunch break)
• Salary: £40-50k PA depending upon experience.
• 28 days of fully paid annual leave plus your birthday off!
• Work from home days
• R&R days
• Discretionary ‘early finish’ Fridays
• Team socials
• Free Spotify Premium
• Free snacks and drinks 😋
• Free Ditch the Label merchandise and occasional gifting from partners
• Some opportunities to travel and attend invite-only press/partner events
• Company pension scheme

Please continue to the next page for the application form.
Corporate Giving Executive: Application Form

Please submit your application form, CV and cover letter via email to: Sue@DitchtheLabel.org. We are unable to accept incomplete application forms. Please feel free to use additional space to complete your application.

About You
1. Name:
2. Phone number:
3. Email address:
4. Postal address:
5. Have you received any criminal convictions? Yes/No

As a charity working with young people aged 12-25, an enhanced DBS check is compulsory for all staff, trustees and volunteers at Ditch the Label.
6. Do you need a work permit to work in the UK? Yes/No
7. Please list the skills and experience you will bring to this role

Your Experience
2. Notice period if applicable:

Your Interest in Ditch the Label

Why are you interested in joining Ditch the Label team?

If you could change one thing about Ditch the Label, what would it be and why? (100 words maximum)

What is the best way to influence a corporate decision maker? (250 words maximum)

Please give us an example of a networking opportunity that led to developing a fundraising partnership? (250 words maximum)

Why are corporate donors important to an organisation like Ditch the Label? (350 words maximum)

If successful in the role, which 5 brands/organisations will you approach first and why? (350 words maximum)

What are the current challenges that young people are facing?

In 280 characters or less, why are you the perfect fit for this job?

-ENDS-