



**JOIN OUR FIGHT  
FOR CHILDREN LIVING  
ON THE STREETS**

**CORPORATE PARTNERSHIP EXECUTIVE**  
RECRUITMENT PACK

**children** RAILWAY  
Fighting for street children



## WE BELIEVE IN A WORLD WHERE NO CHILD HAS TO LIVE ON THE STREETS

At Railway Children we fight for vulnerable children who live alone and at risk on the streets, where they suffer abuse and exploitation. They run away or are forced to leave homes where they suffer poverty, violence, abuse and neglect.

They find themselves living on the streets because they've nowhere else to go and nobody to turn to.

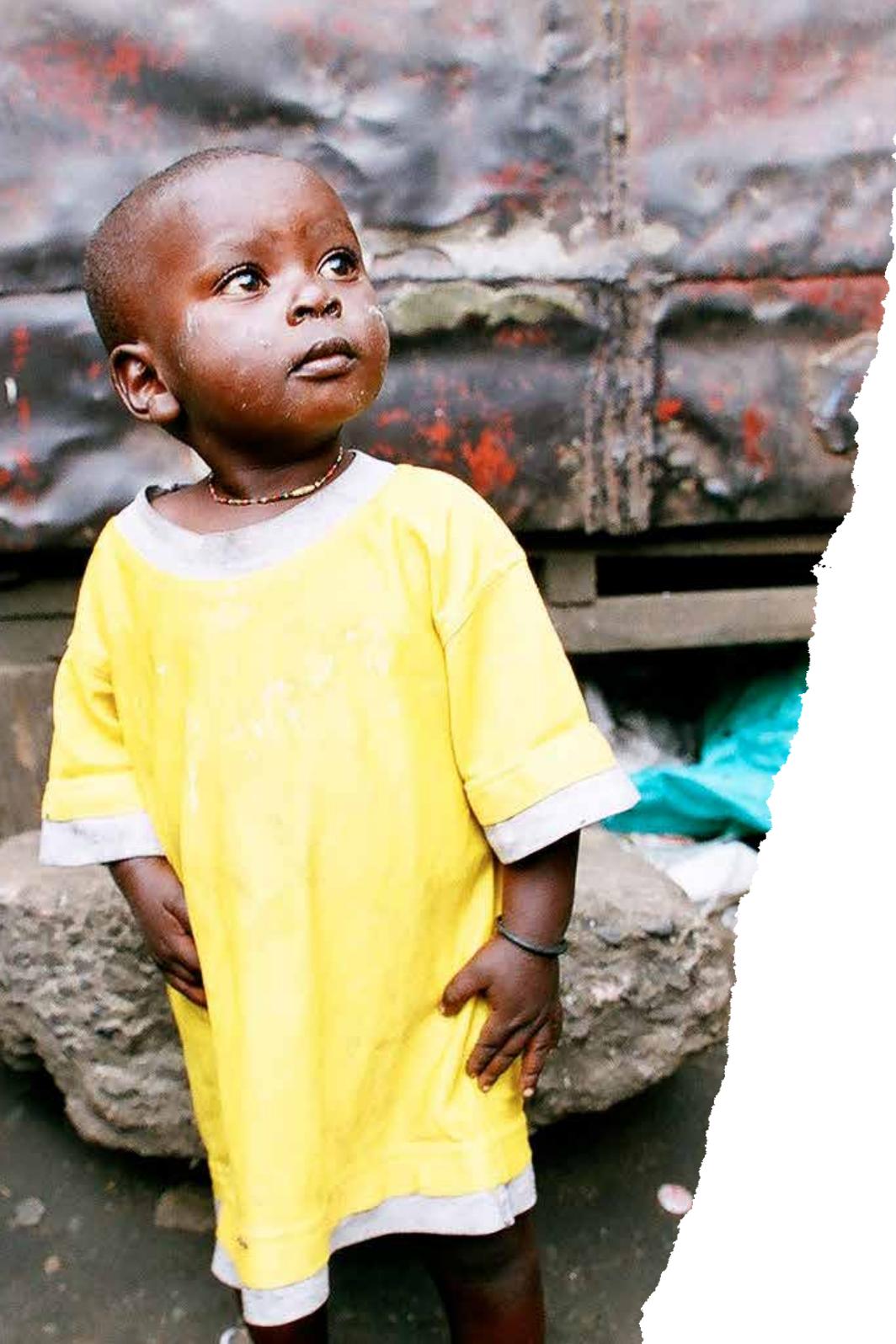
Every day we fight to change their story.

### STREET CHILDREN ARE ABUSED, PIMPED, BEATEN, SOLD AND TRAFFICKED

Abusers know exactly where to find them and how to lure them in. Once in their hands, most street children are lost forever. We're there to reach them first.

With projects in the UK, India and East Africa, we aim to reach these children as soon as they arrive on the streets and intervene before an abuser can.

Our pioneering work enables us to get to children before the streets get to them.



# WE KEEP CHILDREN OFF THE STREETS FOR GOOD

## WE DO THIS IN THREE WAYS

### ON THE STREETS

We race to reach a child on the streets before abusers, drug dealers and traffickers do. Finding them shelter, food and support is the first step.

### IN COMMUNITIES

We work with families, neighbours and wider communities to raise awareness, change perceptions and to help all children get the support they need to stay safe.

### WITH GOVERNMENTS

If the system doesn't change, nothing does. We lobby governments, pressurise and campaign until we get the policy changes that keep children safe, well and off the streets forever.



# WE WILL NEVER STOP FIGHTING FOR STREET CHILDREN. WILL YOU?

At Railway Children, we see ourselves as warriors, united in changing the long-term future for children living alone and at risk on the streets.

Our passion and values underpin everything we do. They unite us and provide the energy and optimism that drives us to work harder and harder for the children and young people we are privileged to help.

If you share our passion and our values, the chances are, you'll fit right in.

## Effectiveness

Our work is constantly judged on results and impact and then assessed to ensure maximum return on investment, both in our programme outputs and financially. Every penny of donors' money is invested with care and attention to detail.

## Innovation

We think outside the box, and are constantly reviewing our work to find new and improved ways of doing the best for our beneficiaries. We are a leader, not a follower and constantly push ourselves to deliver sector leading work.

## Bravery

We are not afraid to push the boundaries, ask the tough questions, try new things or challenge the norm in order to change the world.

## Honesty & Integrity

We will always act with integrity towards our supporters, partners and peers, acting in the best interests of our beneficiaries at all times.

Sound like you? Then read on...



# THE ROLE

## CORPORATE PARTNERSHIP EXECUTIVE

Salary: Up to £25,000

Location: Sandbach, Cheshire

Department – Corporate Partnership Team

Reporting to – Corporate Partnership Manager

# JOB PURPOSE

The Corporate Partnership Executive will be joining an established and successful team, playing a vital role in developing the sustainable growth of income through our partnership network.

The role will aid the corporate team in the implementation of its integrated corporate strategy, developing income through new and existing partnerships across the UK.

The right candidate will have the potential for further growth in the form of full account manager status based on their performance.



# IS THIS YOU?

We're looking for an energetic, hard working and highly organised account manager with strong commercial potential. As well as a hunger to progress your career as a fundraiser, your values will match ours. Bravery, innovation, honesty and integrity will be at the heart of everything you do. Work hard, help us achieve income targets and in exchange we'll provide opportunities for you to progress and develop.

## **A TEAM PLAYER:**

You thrive on 'rolling up your sleeves and getting your hands dirty'. If there's a job to be done, you need to be at the heart of the action. A strong team player, nothing is too much effort for you. You're someone who can schedule their time and keep constantly motivated, always looking to improve, impress and progress. You relish being surrounded by other hard working people working towards a common goal.

## **A DRIVING FORCE:**

You have a perpetual reserve of energy that ignites enthusiasm in others. You have a hunger for knowledge and an ambition to grow, learning from those around you along the way. You are humble yet tenacious with internal drive and acumen to spot an opportunity and maximize its potential. You're going places.

## **AN ORGANISER:**

You like to feel busy; in fact you thrive on tasks and deadlines but you don't allow this to cloud your judgment. You have an appetite to over deliver, you're motivated by tangible outcomes and you regularly self evaluate and seek feedback in your quest to keep doing it better.

# THE CHALLENGE

In this diverse role, you will be a key member of the corporate team, providing support to meet income targets, secure new business, deliver growth and implement the corporate strategy.

## **SUPPORT THE CORPORATE TEAM IN SECURING NEW CORPORATE PARTNERSHIPS**

- Research new corporate leads and feed new business development opportunities into the team
- Prepare briefing packs and materials for the Head of Corporate Partnerships and the Corporate Partnerships Manager
- Prepare compelling presentations for pitches to prospective partners
- Manage and maintain the Railway Children customer relationship management (CRM) and business development tools
- Provide ongoing industry research into current and emerging trends within the commercial and third sector

## **SUPPORT THE CORPORATE TEAM WITH EXISTING CORPORATE PARTNERSHIPS**

- Coordinate and manage small/medium sized accounts
- Provide admin support for larger corporate accounts
- Provide internal account management for all corporate communications
- Monitor and report on all corporate communications on a monthly basis
- Provide updates and reports to partners as requested

## **ESSENTIAL SKILLS AND EXPERIENCE**

- Relationship / account management experience.
- Excellent IT skills and fully competent on MS Word, Excel and PowerPoint
- A highly motivated team player with bags of energy and enthusiasm
- The willingness and self initiative to take a brief and run with the project
- Strong planning, organisation and project management skills
- The ability to meet deadlines and manage your own timelines
- Confident, approachable and able to cope under pressure
- Able to manage multiple projects and tasks simultaneously
- Results driven and a determination to succeed
- Excellent communications skills and a confident presenter
- An outstanding team player with the ability to work collaboratively
- Some experience of briefing and liaising with a creative/marketing team



# OUR HOME

## SANDBACH, CHESHIRE.

Railway Children HQ is conveniently located in the market town of Sandbach, just two minutes from Junction 17 of the M6 motorway. No need for wishing your life away in the car or on public transport whilst trying to get into a city centre – our location is easy to get to, has loads of free parking and plenty of shops and cafe's for lunch breaks.

We attract staff from all over the North West, with Manchester city centre just a 40 minute commute and Liverpool less than an hours drive.

Some of our staff think that Sandbach is so great, they live here. As well as the many shops, bars and restaurants, the town has numerous sports clubs, great schools and of course the weekly market.

If you're a fan of live music, the market occasionally attracts a busker who performs his very small repertoire of Oasis songs directly outside our offices.

Local bus routes run through the town and Sandbach Railway Station is well connected to the main Manchester – Crewe line.





# A GREAT PLACE TO WORK.

## THE BENEFITS

As well as helping some of the world's most vulnerable children and young people, there are some great perks if you're lucky enough to work for Railway Children.

### Project Visits

Where possible we encourage our staff to visit our projects and experience the work we do. That could be here, India, or East Africa.

### Time Out

You will start with 25 days holiday per year to recharge the batteries, after three years this will increase by an extra day per year until you reach a very relaxing 30 days leave.

### 'Railway Children Day'

We might not be able to fund a Christmas party but because our Trustees value what we do, they grant an additional day per year where the office is closed, usually around Christmas time.

### A culture we're proud of

Driven by our CEO, family values are at the heart of our culture and make Railway Children an incredible place to work. As well as a flexible working environment, it's one of the reasons why our staff retention is so impressive.



# STILL INTERESTED?

## HOW TO APPLY...

To apply for this post, please submit a letter outlining how you meet the criteria and your current curriculum vitae to:  
rosheen.singh@harrishill.co.uk

Applications can also be posted to:

Rosheen Singh  
Harris Hill  
3rd Floor  
89 Albert Embankment  
London SE1 7TP

We regret that it is not possible to respond to every applicant and only those selected for interview will be notified.

**THANK YOU.**

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