

World in Need - Sponsorship Manager – Job Description

Key responsibility:

As Sponsorship Manager you hold the responsibility for the marketing and performance of our Sponsorship lifecycles. You will lead your team and utilise all available resources to achieve successful and growing sponsorship programmes and Sponsorship Team in line with our vision for Practical Mission, our annual goals and budgets. You will also ensure that our sponsorship programmes have an excellent reputation both inside and outside of the organisation and that the UK Sponsorship team and our Global Family operates to the levels agreed in our Sponsorship Service Level Agreement (SLA).

A breakdown of your key responsibility includes:

- Creating and implementing a marketing strategy to generate new interest and new sponsorship enquires both online and offline.
- Successful conversion of enquiries to sponsorships and optimising the process.
- Ensuring our existing sponsors are communicated with to the standards set and maintaining our high standards at all times.
- Presenting and talking in Churches and leading discussions with groups of Christians in different audiences and environments.
- Identifying shortfalls in standards and taking decisive, appropriately timed remedial action.
- Responsibility for performance, development and driving efficiencies in all sponsorship processes, aiming for process automation wherever possible.
- Developing and building our Sponsorship and Volunteer Teams.
- Contributing spiritually into your team and the wider organisations prayer and worship times.
- Responsibility for creation, planning, costing, tracking, and reporting of the annual sponsorship acquisition and retention strategy and other sponsorship activities.
- Meeting with Church Leaders and Mission Teams and being involved in conversations about the Christian faith, explaining the faith of the Organisation and your own Christian faith.
- Tracking process performance in the sponsorship lifecycle and implementing improvements.
- Responsible for Missionary and Evangelistic work within the context of Sponsorship.
- Responsibility for onboarding new sponsorship locations.
- Auditing, development, and support of existing sponsorship projects around the world.
- Ensuring your team and volunteers work in accordance with the Sponsorship SLA, their roles, our UK Team Ethos, within our Charitable Objectives, Charity Law and other relevant UK laws.
- Any other activities that contribute to the growth of the World in Need Sponsorship Programmes or that the CEO requires.

Additional responsibilities

- You'll be part of a team focusing on the overall lead generation and process improvements.
- You'll regularly contribute content into our newsletters and blogs.
- You'll take a joint lead in coordinating our UK advertising and marketing activities.
- You'll recruit, onboard and manage volunteers for all areas of the charity.
- You'll report weekly and monthly sponsorship performance figures and updates to the CEO.
- You'll be good at being part of a team that runs fundraising and other events.
- You'll be being called to share the Gospel, teach from the Bible and pray with people.
- You'll live out and be a respected example of the WIN Vision, Values and UK Team Ethos.
- You'll be in agreement and supportive of our Statement of Faith on our website.

Essential skills

- You'll be good at prioritising according to the needs of the charity and comfortable taking responsibility for making or recommending excellent day to day and strategic decisions.
- You'll be comfortable using the Microsoft Word, Excel, PowerPoint and Teams at 'above beginner' skill level.
- You'll be comfortable with basic image editing.
- You'll be excited about online and offline marketing and conversion optimisation.
- You'll be able to learn quickly and teach others how to gain confidence in using new software.
- You'll be confident in leading a small, experienced team through growth and change.
- You'll have a strong personal faith and be committed to our vision.
- You'll have the ability to work under pressure to achieve deadlines.

Who will you work with?

- You will report to our CEO.
- You will work closely alongside all teams including our Finance Manager, our Church Partnerships Manager, our online and offline marketing and design teams, our copywriters, and our sponsorship project leaders around the world.
- You will lead those in the Sponsorship team, the donor care volunteers and other volunteers.

Other details:

- Role type: Part time (could lead to full-time), permanent position.
- Hrs per week: 24
- Salary: £14,976 (pro rata based on £23,400 pa full time)
- Annual Leave: 25 days + Bank holidays (pro rata)
- Location: Based in our office in Crowborough (outside of lockdown), other locations by agreement.
- Hours: Mon to Weds 9 till 5.30 – other hours by agreement.
- Probation period: 6 months
- Lunch break: Unpaid 30 minutes.

What else might help you decide to apply?

- You'll be stirred up by our vision for 'Practical Mission' – feeding the hungry, helping the poor and telling them about Jesus.
- You'll get excited by online and offline lead generation that helps more people.
- You'll be fascinated by process improvement and leading a team through cycles of change.
- You'll love the feeling of getting automated software to 'do the work for you'.
- You'll be experienced in the sensitivities of growing and developing an organisation.
- You'll be the sort of person that gets a sense of achievement from seeing continuous and iterative improvements in your areas of responsibility.
- You'll have a passion for occasional travel to our projects and for regularly digitally communicating and working with our teams around the world.

Vision

World in Need exists for 'Practical Mission'. That is as disciples, we help the poor, the hungry and those in need of education. Having experienced this expression of God's love we then give these people the opportunity to hear the good news of Jesus, to know Him more and develop a relationship with Him as Lord and Saviour of their lives. Then we help them to be disciples who make disciples.

Values

<p>Worship We want to glorify God and enjoy Him in all that we do as an act of worship. Our work at World in Need is an expression of worship in many different ways. We want everything we do to be an act of worship and for us to encounter God by His Holy Spirit in the 'everyday' of life.</p>	<p>Mission-engaging We are committed to equipping the church, individuals, schools, and Christian businesses to engage in 'Practical Mission' and to help them reach out in practical and meaningful ways to the global mission field. We desire to cultivate cross cultural relationships that are a mutual blessing.</p>
<p>Discipleship We are disciples who are all on mission to make disciples wherever we are. We believe we are called to live sacrificially for Jesus and the Gospel with our whole lives.</p>	<p>Gift-enabling God gives gifts to strengthen His people for service and to strengthen the church. We seek to encourage all to fan into flame the gifts and talents that God has given them and always try to match a gifting with a need.</p>
<p>Biblically based We believe in the truth of the Bible and seek to courageously live Biblically both in our private lives and in the world around us.</p>	<p>People of Prayer Prayer is foundational to our lives and to our mission. God hears our prayers and answers them according to His will.</p>
<p>Diverse We believe in the intrinsic personal value and respect of all people because everybody is made in the image of God, and made to know Him</p>	<p>Compassionate and Generous We desire to be courageously and sacrificially compassionate to all and we seek to give in generous and practical ways to those less fortunate than ourselves. We also seek to encourage others to give generously too.</p>
<p>Professional We seek to operate with the highest and unquestionable integrity in all that we do. Maintaining appropriate, efficient and professional practices in charity governance and in all our operations, projects, relationships, and activities.</p>	<p>Loving In all that we do and say, it's our desire that we radiate God's love to those around us so they in turn know, understand, and experience God's love themselves.</p>

UK Team Ethos

As the UK Team we want to foster the best working environment and be the happiest team ever. It is not possible to list all forms of activity that are considered acceptable or unacceptable, but the following guidelines express our overall heart in a commitment of values that we want to live by in the workplace...

This is not a list of rules but an accumulation of values that we all contribute into.

I want to be the sort of colleague who...

Prioritises my colleagues above myself when they need my help.

Cares for others, is kind to everyone and treats others how I would like to be treated.

Stands by my commitments to others.

Knows everyone's roles and proactively sees how I can help others.

Knows everyone's role in achieving the WIN Vision and helps in any way I can.

Cares about everyone and watches out for everyone.

Uses my time and others time wisely and efficiently while working.

Does my job to the best of my ability and ensures my work is to a high standard

Acknowledges people when they talk to me.

Says hello and goodbye to all the team each day.

Takes action that could prevent a problem from occurring.

Shares important information with colleagues and listens to others sharing updates

Supports the authority and responsibility of others in their roles.

Builds up and encourages my colleagues.

Apologises if I have made a mistake.

Addresses issues quickly and 1:1 when I have an issue.

Responds kindly when others raise issues they are struggling with.

Actively learns, grows, adapts, and supports the changes in the organisation.

Actively works on improving myself and areas I am responsible for.

Is the sort of person that others can be vulnerable with and find encouragement.

Treats everyone with respect, dignity, and impartiality.

Behaves in an honest, trustworthy, and ethical manner.

Assumes 'best intent' from all my colleagues.

Is professional and friendly at all times to all people

Encourages and cultivates an environment where all feel secure to share ideas.

Keeps everyone safe by adhering and helping others adhere to Health and Safety guides.

Is always approachable, respectful, and 'safe' when others share their vulnerabilities, religions and worldviews.

WIN Statement of Faith - What we believe.

We believe that the Holy Scriptures, being the 39 books of the Old Testament and 27 books of the New Testament in their original texts, are fully inspired by the Holy Spirit, are without error in their teachings and instructions, and are the final and highest authority for the lives of all believers and the Church.

We believe that there is only one God, revealed in the Old and New Testaments as eternally existent in three persons: Father, Son and Holy Spirit.

We believe God created mankind to be a people who could be in relationship with Him, enjoy Him and glorify Him. However, tempted by Satan, the first man, Adam, disobeyed God and thereby brought all his descendants, the whole world, into sin and into a state of being born separated from God. Because God loved the world, He sent Jesus so that whoever believes and trusts in Him for atonement of their sins will be saved from the power and eternal consequences of sin and can enjoy a relationship with God.

We believe in the absolute deity and full humanity of Jesus Christ, His virgin birth, His sinless life, the authenticity of His miracles, His sacrificial death on a cross. We believe that Jesus's death paid the price, that means it atoned to God for the sins of all who call on Him to be saved, that they might receive forgiveness by God's grace alone for their sins.

We believe in Jesus's bodily resurrection, His ascension and, His mediation on our behalf in Heaven, until His personal and bodily return to consummate our salvation and to complete the establishment of His Kingdom. We believe in the person and deity of the Holy Spirit, He gives all believers a spiritually reborn & regenerated life, He sanctifies, He empowers and equips us, He comforts, He helps us interpret the Scriptures, in addition to the Scriptures He convicts us of sin, gives us the power to walk away from sin, and gives us the strength to stand for our faith in adversity. He prepares the Church for the return of Jesus and He strengthens all Believers and the Church.

We believe in the command to all who follow Jesus to go and make disciples of all nations.