

Head of Fundraising, Internet Matters

Key Details

Job Title:	Head of Fundraising
Reports To:	Co-CEOs
Department:	Internet Matters
Location:	Blackfriars, London (3 fixed days), WFH (2 days)
Role type:	Full time

Internet Matters

Internet Matters is a not-for-profit, industry-funded members body that helps families stay safe online, providing resources for parents, carers and professionals. Established in 2014 by BT, Sky, TalkTalk and Virgin Media O2, our partners now include Samsung, Meta, TikTok, Roblox, and Amazon Kids. We are building a compelling industry coalition.

Our goal is to help parents, professionals, policymakers, and industry partners take more positive action to ensure the safety and well-being of children online, we exist to:

- Ensure every adult supporting a child, young person or vulnerable young person, whether a parent, professional or carer has the skills to protect children from online harm by supporting children's media literacy, safety and wellbeing online.
- Be recognised as an organisation which accurately represents the views and experiences of parents and children in the public domain, and influences policymakers with reliable insight.
- Provide organisations with a platform through which they can deliver and support programmes to ensure young people have media literacy skills to remain safe and well online.

Overview of Role

This role is pivotal to the positive impact that Internet Matters can have as an organisation achieved through growing our industry coalition, securing commitment for partnership activation programmes and ensuring we have the process and plans in place to deliver against our funding targets. You will also drive our fundraising strategy and activities and be responsible for the development of our core funding streams, primarily through partnerships but also grants, commissions, and assessing and developing other potential fundraising opportunities including new corporate propositions.

An excellent networker with strong stakeholder management and influencing skills, you'll be responsible for effective outreach and communications to industry, along with the creation of innovative and attractive proposals. This role also plays an important part in identifying opportunities for alternative funding, through leading the team in relevant grant proposals and applications.

We are looking for an individual who is commercially astute, a good networker and influencer who can think creatively and innovatively. A great team player with the leadership skills needed to collaborate with teams across the wider organisation to create and nurture new opportunities to drive the business forward.

What you'll be doing:

Partnerships

- Take responsibility for our commercial strategy to drive new business growth, particularly the proactive management of our partnership programme, forging strong relationships with potential industry partners.
- Create innovative ideas and prepare proposal documents for potential partners which deliver against their goals, bring new initiatives to life and clearly detail Internet Matters, expertise, capability and show clear measures of success.
- Manage the strategic relationship with core Internet Matters Members and Partners, working with the wider Internet Matters team to secure renewals of existing partnerships, and collaborating to bring together ideas to unlock additional partnership funding and/or project commissions.

- Manage a fundraising pipeline of opportunities through nurturing relationships and continuously exploring opportunities with our existing partners.
- Be responsible for contracting and agreeing Scopes of Work for new partner projects, manage the onboarding process and provide effective briefings to project delivery teams.

Wider Funding

- Manage the process to proactively review and select relevant opportunities for grants and philanthropic investment.
- Lead the internal team to build appropriate proposals for each opportunity, which may require working with relevant third parties including academics, other charities or NGOs and/or industry partners.
- Identify and build relationships with appropriate third parties to support this work
- Deliver innovative solutions to key business challenges through creative thinking and effective collaboration both internally and with external organisations.
- Identifying opportunities for relevant new propositions to attract corporate funding, developing the ideas and creating compelling business cases to take them forward to implementation.

About you:

To be successful in this role you will have significant experience in a senior fundraising role, particularly in the areas of corporate fundraising. You'll be a consummate networker with the ability to build, develop and maintain key stakeholder relationships. As you'll be working with major corporate organisations, you'll have excellent written, verbal and presentations skills and will be confident in dealing with people from all levels. The nature of the role means you'll be highly self-motivated with the ability to work autonomously and not being afraid to roll up your sleeves to achieve our fundraising goals.

In return, you'll be joining a unique organisation, that cares passionately about making the internet a safer place for children. You'll be part of a small, agile and entrepreneurial organisation that is flexible and responsive and provides the opportunity to work alongside some of the largest organisations in the UK and world. We offer hybrid working and a generous holiday allowance along with a number of other staff benefits.

Skills, know-how and experience:

Qualifications	Degree educated or 6+ years compensating work experience.
Skills and Experience	<p>Experience in corporate fundraising in not for profits or charities.</p> <p>Experience of developing social impact programmes with blue-chip organisations</p> <p>Experience of developing and nurturing relationships with wide stakeholder groups, demonstrating excellent networking and influencing skills.</p> <p>Passion for learning more about internet safety for children.</p> <p>Ability to present complex information in a concise and easily digestible format for all stakeholders.</p> <p>Problem solver, creative and innovative thinker who also demonstrates strong commercial acumen.</p> <p>Excellent written, verbal communication and presentation skills.</p> <p>Ability to work to tight deadlines and manage own time.</p> <p>Willing to be hands-on and adaptable in the role, taking on additional projects for other parts of the business when necessary.</p> <p>Enthusiastic, keen to learn, willing to go the extra mile.</p> <p>Self-starter that rises to an unusual challenge, and open to working in an agile organisation.</p> <p>Able to deliver sales proposals, pitch documents, business cases and corporate literature.</p> <p>Experience in a strategy, planning, proposition development, leading cross-functional projects would be advantageous.</p>