

EMPOWER
MANCHESTER • SALFORD

THE HOME OF

HIDE
OUT
An OnSide Youth Zone

SALFORD
YOUTH ZONE
An OnSide Youth Zone

SOMEWHERE SAFE TO GO | SOMETHING POSITIVE TO DO | SOMEONE TRUSTED TO TALK TO

CORPORATE FUNDRAISING MANAGER

Job Title: Corporate Fundraising Manager

Reporting to: Senior Philanthropy Manager

Location: HideOut Youth Zone (Gorton) and
Salford Youth Zone (Pendleton)

Salary: £34,159

Holidays: 33 days including bank holidays
(pro-rata)

Hours: 40 hours per week (including
evenings and weekends)

Key Relationships: Deputy CEO, Board of Trustees, Donors and Patrons, Chief Exec, Fundraising & Communications Team, Heads of Youth Work, Director of Operations

BENEFITS

- Onsite Fitness Gym & Boxing/MMA Suite
- 33 days annual leave
- Secure cycle store
- Branded workwear
- Queen Bee's Café - Free hot meal on session
- Learning and development opportunities
- Partnership working
- Working with like-minded people and cultures
- Part of a wider network
- Workplace pension scheme
- Special Leave
- Birthday Off
- Employee Assistance Programme through Health Assured
- Health and Wellbeing support which includes an app - Wisdom
- Enhanced maternity and paternity
- Company Sick Pay
- Real Living Wage Employer
- Charity Worker Discount / Bright Exchange Discount - through EAP/Wisdom

APPLICATION PROCESS

Date posted: Thursday 16th October 2025

Closing date: Thursday 6th November 2025

Application form: www.empoweryouthzones.org/vacancies/

How to apply: Please complete the application form and return to
recruitment@empoweryouthzones.org

STRICTLY NO AGENCIES PLEASE

We review applications on a rolling basis and reserve the right to close the role at any time.

Feel free to give us a call on **0161 511 3777** if you have any questions about this role, or to hear from a team member about life working at the youth zone.

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ABOUT EMPOWER

Empower Youth Zones is the charity that oversees the creation, management and sustainability of Youth Zones in Manchester and Salford. These include HideOut Youth Zone located in Gorton (East Manchester) which opened in 2020, and Salford Youth Zone located in Pendleton, which opened to young people in June 2025. HideOut and Salford Youth Zone provide children and young people aged 8-19 and up to 25 for those with additional needs with somewhere safe to go, something positive to do and someone trusted to talk to.

Youth Zones are purpose-built spaces fizzing with energy and crammed with incredible facilities. They are staffed by skilled and dedicated Youth Workers who truly believe in young people – helping them see what they could achieve, and giving them the skills, confidence and ambition to go for it. This is life-changing support that helps tens of thousands of young people from a diverse range of backgrounds to thrive.

HideOut and Salford Youth Zone are part of a national and growing network of Onside Youth Zones. There are currently 15 active Onside Youth Zones across the UK with 20 due to be open by 2025.

WHAT IS THE ROLE?

This exciting role within the fundraising team will provide an ambitious fundraiser with the opportunity to shape and deliver our corporate fundraising plan. You will directly contribute to Empower's growth and be instrumental in expanding our portfolio of supporters. You will lead a fundraising stream to capitalise on opportunities including charity of the year, corporate events, driving up corporate volunteering, payroll giving and digital fundraising. Pledges of consistent financial support are critical to the success of Empower to ensure we can provide a first class offer at HideOut and SYZ, delivering and maintaining excellent services for young people in Manchester and Salford.

You will be able to demonstrate that you are self-motivated, action orientated, and able to create and grow your own pool of potential donors in the region. You must thrive on 'making the ask' and be motivated on progress and success.

You will demonstrate the ability to be an enthusiastic ambassador for the work of the charity and be able to communicate this in an inspiring and tailored way for each individual donor. You will be comfortable seeking donations between £10,000-£25,000.

You will be confident and successful at negotiating with senior businesspeople and be able to successfully navigate local senior networks. You must be a self-starter, able to seize the moment and be creative in your approaches, with a demonstrable passion for working with the local community and encouraging donors to give at levels they may not have previously considered.

WHAT WILL I BE DOING?

- Responsible for an income target of £300,000 annually, with a focus on developing a pipeline of growth from corporate organisations.
- Lead the development of a mid- value corporate giving programme.
- Identify corporate supporters using research tools and public information to create an accurate picture of potential donors, particularly those with an interest in young people across Manchester and Salford, undertaking due diligence on each potential donor.
- To develop a compelling proposal for corporate giving, tailoring it (to sectors, industries, themes) to maximise philanthropic support.
- To achieve a small yet defined set of KPIs that support the income target, including activity targets relating to engaging, cultivating, and asking donors for support.
- Provide high quality stewardship to maximise corporate funder retention, inspiring donors to fulfil their pledges and extend support beyond their agreed initial timeframe.
- Gain an excellent understanding of the Youth Zone offer, including how and when to involve Board members, the CEO, youth work colleagues, and young people in fundraising.
- Maintain, develop, and leverage relationships with Youth Zone supporters to drive peer-to-peer fundraising.
- Work closely with the wider Fundraising Team, sharing ideas and avoiding overlap.
- Organise suitable bespoke events and activities to cultivate relationships with potential supporters. Attendance at other events and conferences will sometimes be required.
- Make best use of the Gift Aid processing discussions with potential donors and ensure maximum Gift Aid reclamation.
- Ensure you follow procedures for accurate and timely acknowledgement, recording and banking of pledges and donations.
- Maintain the Salesforce database with accurate donor and prospect information, in line with GDPR and related legislation.
- Be proactive in keeping the values of Empower Youth Zones alive.
- Carry out other reasonable duties as requested by the Director of Fundraising and Communications and Senior Philanthropy Manager.

WHAT ELSE WILL I NEED TO DO?

- Be a role model for young people and present a positive “can do” attitude
- Take personal responsibility for own actions
- Commit to a culture of continuous improvement
- Work within the performance framework of Empower Youth Zones and OnSide
- Represent Empower Youth Zones positively and effectively in all dealings with internal colleagues, and external partners
- Comply with all policies and procedures, with particular reference to safeguarding, codes of conduct, health and safety and equality and diversity to ensure all activities are accessible
- Be alert to issues of safeguarding and child protection, ensuring the welfare and safety of Youth Zone members is promoted and safeguarded, and to report any child protection concerns to the designated Child Protection Officers using the safeguarding policies, procedures and practice (training to be provided)
- Assist with any promotional activities and visits that take place at the Youth Zone
- Actively promote the Youth Zone and positively contribute towards increasing Youth Zone membership.

PERSON SPECIFICATION

Selection Criteria A = Application Form I = Interview	Essential or Desirable	Method of Assessment
Experience		
Proven experience and track record of personally securing four and five figure gifts (or strong transferable experience, including but not limited to, business development, senior account management or sales).	Essential	A & I
Experience of developing a new pipeline of prospective donors/clients/customers and being pro-active in converting these to achieve targets.	Essential	A & I
Experience of delivering effective and practical engagement and cultivation strategies for major donors/clients.	Essential	A & I
Experience of successful negotiation at a senior level with a wide range of individuals to drive your success.	Essential	A & I
Experience of working with Trustees, senior volunteers or donors to drive success.	Desirable	A & I
Experience of proactively using Salesforce CRM or similar.	Desirable	A & I
Skills, Knowledge & Attributes		
Knowledge of how to optimise fundraising messaging to raise awareness among different stakeholders and generate return on investment.	Essential	A & I
Ability to build rapport with new contacts, quickly and effortlessly. Strong and persuasive written and verbal communication skills, and an ability to listen.	Essential	A & I

Strong teamwork and collaborative skills.	Essential	A
Excellent presentation skills.	Essential	A
Ability to ensure all your data and that of the team is correctly stored on the CRM database, and that you and the team follow data protection rules and guidelines. Proficient in the use of MS applications.	Essential	A & I
Personal Qualities		
Motivated to improve young people's lives for the better.	Essential	A & I
High level of determination and resilience that, through innovative approaches, delivers exceptional results.	Essential	A & I
Ability to work at pace, but calmly under pressure. Excellent organisational skills and an ability to manage competing priorities.	Essential	A & I
Ability to work flexibly, including some evenings and occasional nights away from home, and willingness to travel to meet potential supporters as required.	Essential	A & I

*Selection criteria for guidance only, alternative methods may be used to assist the selection process.

ADDITIONAL INFO

EMPOWER is committed to safeguarding and promoting the welfare of children, young people and vulnerable groups. This post is subject to an enhanced DBS check.

The strength of EMPOWER and the OnSide network of Youth Zones is the diversity of its people; we place huge value on equal opportunities and encourage applications from candidates of diverse backgrounds, communities and abilities. The one thing we all have in common is our desire to raise the aspirations of young people across the country.

For information regarding how OnSide Youth Zones process your data, please visit www.onsideyouthzones.org/applicant-privacy/



OUR VISION, MISSION & VALUES

OUR VISION

Children and Young People are inspired to lead healthy, happy, safe and successful lives.

OUR MISSION

To provide children and young people with somewhere safe to go, something positive to do and someone trusted to talk to.

OUR VALUES



YOUNG PEOPLE FIRST

Young people are at the heart of everything we do; inspiring and challenging us to deliver services that exceed their needs and challenge them to be the best they can be.



EXCELLENCE

We encourage ourselves and each other to be the best we can be through continuous learning and improvement, with a focus on finding solutions.



RESPECT

We act with honesty and integrity, celebrating diversity across the whole organisation and caring about each other, our young people and the Youth Zone environment.



AMBITIOUS

We are passionate and driven in taking on new challenges, embracing new ideas, and exceeding our ambitions for young people, the Youth Zone and our local communities.



COLLABORATIVE

We will create and nurture strong, creative partnerships, working together to achieve better results and outcomes for young people.