Venture logo - small

Venture is at the centre, bringing people of all ages and ethnicities together to play, grow, share and experience new things.

In this community we are all Venture – and we support each other through thick and thin. Because whether it’s our playground and community spaces, or how we’re there in times of trouble – Venture is a place where everyone can come together, no matter our background.

In this community, we all have a part to play – because we are all Venture. Play yours, by becoming part of the Venture team.

Head of Income Generation

**Role and person description**

What the role entails

* The overall purpose of the role is to increase and diversify our income by monetising our assets to further our cause through commercial activity sponsorship and donations
* Lead on the marketing and promotion of our buildings, our playgrounds and our services
* Research and develop a pipeline of new opportunities for income generation
* Manage and stewarding sponsorship and donation relationships with businesses and individuals
* Collaboratively lead on the management of the supporter / CRM system
* Ensure the organisation is compliant across relevant fundraising compliances, regulations and best practice

What you will be expected to achieve

* As part of the Senior Management Team and reporting to the Director (CEO), you will maximise the income potential of the organisation, its facilities and its services
* You will generate significant net income, whilst also generating support for the mission and purpose of the charity
* You will achieve year on year growth in the income derived from commercial activity and sponsorship, including the income to fund the continuation of the post beyond its initial funding.

Knowledge and experience you will need to bring

* Although Venture has generated some income from its facilities for many years, we are now urgently looking for new ways to raise funds from a more diverse portfolio.
* You will therefore not only bring experience of how to successfully increase this income, but you will also come with significant experience of how to develop the systems and infrastructure to support income generation and of building relationships from scratch
* This is a broad fundraising role, so you will bring a variety of skills in marketing, relationship management and donation acquisition.

Terms and conditions

Salary c£18k for 17.5 hours per week (£36k pa pro rata).

This is a permanent role. However, we initially have funding for the post for 1 year and continuation will be dependent on sufficient income generation