

JOB DESCRIPTION

POST TITLE	Partnerships Co-Ordinator
SALARY	£30,815
LOCATION	In Person, Edinburgh Head Office
WORK PATTERN	Full Time, 37.5hrs
CONTRACT	Permanent
REPORTS TO	Head of Fundraising
# OF POSTS	1

About Street Soccer

Street Soccer is a charity using football to create lasting change in the lives of isolated and excluded adults and young people. We run 60 sessions a week of free, inclusive and judgement-free football. These sessions provide person-centred support to players facing a number of challenges including mental health, homelessness, long term unemployment, problem substance use, criminal justice and seeking asylum. Our mission is to create hope and opportunity for all.

We support thousands of players a year on their journey to positive change by providing a safe space, trusting relationships and a sense of belonging. We fight isolation and exclusion by bringing people together, building confidence and creating supportive communities. We support people of all ages and backgrounds through relationship-based support, focusing on trust and personal development, supporting everyone to set and achieve their own goals. Thanks to the support of Street Soccer, 82% of players say that their quality of life has improved.

Lived experience is at the heart of what we do, with over 80% of our staff having lived experience of the challenges our players face.

97% of players think that Street Soccer is a unique organisation. With 15 years of experience delivering positive change through football, we are now working in more communities than ever, with city hubs in Edinburgh, Glasgow, Dundee, Aberdeen and South London, as well as a network of sessions across 6 other local authorities.

To support our work, we generate income through a range of fundraising and income-generating initiatives, including donations, high-profile fundraising events, social enterprise initiatives and grant funding from trusts and foundations. These efforts are underpinned by inspiring storytelling, strategic marketing, and meaningful partnerships that connect our supporters with the impact of our work.



We're looking for an experienced and motivated individual to join our team and drive forward our business engagement strategy. This is a key role in the Income Generation Team, responsible for securing, developing and managing strategic partnerships with companies that share our values and want to make a difference.

You'll work closely with colleagues across the organisation to develop meaningful partnerships that generate income, raise awareness and create new ways for people to engage with Street Soccer. This role is key to strengthening our long-term sustainability, expanding our profile and supporter base, and ultimately creating more opportunities for the players we support across the country.

Experience working in the non-profit sector is desirable but not essential. We also welcome applicants from commercial sectors with a strong background in sales, partnerships or account management who can demonstrate an understanding of values led work and relationship-based engagement.

Main Duties & Responsibilities

Partnership Development

- Identify, research and approach potential partners aligned with Street Soccer's values and mission.
- Design and deliver compelling partnership proposals in line with Street Soccer's brand guidelines and tone.
- Identify sponsorship opportunities for campaigns, fundraising and events.
- Drive new income by building a strong pipeline of opportunities and managing it proactively.
- Conduct regular prospect meetings, pitch presentations, applications and follow ups to secure new partnerships.
- Collaborate with the Head of Fundraising to set and meet income targets.

Relationship and Account Management

- Build and maintain relationships with current partners, funders and individuals ensuring long term engagement.
- Maintain high-quality stewardship, including reporting impact, recognition and opportunities for involvement.
- Work collaboratively to design and deliver bespoke opportunities that align with the needs of Street Soccer and partner priorities.

- Represent Street Soccer at networking events, meetings and conferences.

Collaboration & Campaigns

- Co-ordinate partnership involvement in flagship events such as Gala Dinner, Corporate Cups and The Homeless World Cup.
- Lead on the delivery of mutually beneficial content for partners (e.g. case studies and videos).
- Ensure timely and accurate delivery of partnership benefits.

Other Fundraising & Income Generation

- Support the delivery of Street Soccer's wider fundraising strategy by contributing ideas and capacity across opportunities, events and charity partnerships.
- Collaborate with internal teams to communicate stories and highlights that support donor engagement and fundraising efforts.
- Maintain accurate and detailed records in the CRM (Salesforce) system, including pipeline tracking and reporting.
- Monitor performance and report to leadership on progress and challenges.
- Attend Central and Income Generation team meetings

Governance & Compliance

- Ensure all activity complies with relevant policies, procedures, and brand guidelines.
- Support GDPR, safeguarding, fundraising and other regulatory standards through best practice in data handling and communication.
- Ensure full compliance with Street Soccer Governance, HR and Operational Policies and Procedures.

Person Specification

Criteria	Essential	Desirable
Qualifications		
A valid Protecting Vulnerable Groups (PVG) certificate or the ability to obtain upon successful interview	X	
Degree in Fundraising, Business Management, Communications, or related field (or equivalent experience)		X
Experience		
Corporate fundraising, sales or account management	X	

Track record of generating income and meeting targets through business relationships	X	
Managing a pipeline of sales and relationships	X	
Expertly managing external relationships and partnerships	X	
Working in a charity, non-profit, or community organisation.		X
Knowledge		
Knowledge of the voluntary sector and experience of the network of services within the areas that we deliver		X
Knowledge of the issues affecting socially disadvantaged young people and adults across Scotland & London		X
Understanding of donor and partnership engagement	X	
Confident with the use of CRM systems	X	
Confident with the use of design tools (e.g Canva)	X	
Confident with the use of computer systems, including M365, & Project Management tools.	X	
Skills		
Ability to problem solve and come up with solutions independently	X	
Excellent written and verbal communication skills	X	
Attention to detail	X	
Adaptable, willing to take on new challenges	X	
Excellent organisation	X	
Able to work under pressure and deliver results to tight deadlines	X	
Ability to generate and manage own workload with minimal supervision	X	
Confident and demonstrable positive communication skills	X	
Ability to establish and sustain trust and confidence with colleagues, players and the public promoting and representing Street Soccer positively and professionally at all levels.	X	
Flexible, creative approach to workload and problem solving	X	
Able to analyse, interpret and deliver information with clarity	X	
Values		
Has empathy for the issues and barriers facing those with complex needs from socially disadvantaged backgrounds	X	
Honesty, openness and compassion	X	
Alignment with Street Soccer's mission and values	X	
Other		
Full, clean UK Driving license	X	

The willingness to travel across the UK, as required	X	
The willingness to work evenings and weekends, as required	X	

Our staff team are dynamic individuals who enjoy working in an exciting and challenging but very rewarding environment. Street Soccer is a growing organisation and we require people who can think on their feet, are willing to adapt to change and are committed to continuing their professional development. There will be times where you will be required to work on tasks and projects outside of the job description including evening and weekend work. The successful candidate will be enthusiastic and committed to supporting the overall aims and objectives of Street Soccer.

This role will be primarily based at our Head Office in Edinburgh. There will be an expectation for the successful candidate to be regularly meeting with supporters outside of the office. There may be the opportunity for occasional hybrid working in line with the needs of the role. We are always happy to discuss more formalised solutions that allow people to balance their working lives with their responsibilities outwith work.

This job description is a general outline of the above post and it is not exhaustive. This job description is subject to periodic review with the postholder. Duties may change in line with organisational changes and of the postholders own personal development.

The role title used in this job description is for external recruitment purposes only and is subject to change at job offer stage.

If you require anything in a different format (eg. printed, large print, plain text etc) or if you have any other access needs, please do get in touch with Cameron Black, National Operations Manager (cameron@streetsoccer.org.uk) and we will do our best to accommodate these.

We welcome and encourage applications from everyone regardless of their socio-economic background, criminal justice status, age, sex, race, religion or belief, sexual orientation, gender identity, ethnicity, disability or nationality.