



JOB DESCRIPTION

JOB TITLE	Head of Partnerships and Funding
HOURS	Full time (Includes some evenings and weekends)
CONTRACT	Permanent
SALARY BAND	£38,000 to £44,000
WORKING ARRANGEMENT	Hybrid (office based - min. 1 day per week)

ROLE OVERVIEW

The Head of Partnerships and Funding is a pivotal leadership role responsible for driving sustainable income generation and building a strong, diverse network of partnerships to support the growth of recreational cricket. The postholder will develop and deliver an ambitious income strategy, securing funding through commercial sponsorship, grants from trusts and foundations and by creating commercial income streams.

Central to the role is establishing and nurturing long-term partnerships with local businesses, community organisations and funding bodies. By harnessing the expertise, resources and networks of these partners, the role will expand the reach, visibility and accessibility of the sport, ultimately creating new opportunities for participation and enhancing the wellbeing of local communities.

ROLES AND RESPONSIBILITIES

The Head of Partnerships and Funding roles and responsibilities include, but are not limited to the following:

- Develop and deliver an income generation strategy to secure sustainable funding and diversify revenue streams.
- Identify opportunities and prepare high-quality funding applications to trusts and foundations.
- Identify, evaluate and secure new sponsorship opportunities by proactively researching potential partners, aligning brand objectives and developing compelling value propositions.
- Develop innovative commercial income streams by identifying untapped revenue opportunities.

- Build and maintain strong relationships with funders, partners and stakeholders to maximise long-term value and impact.
- Monitor and report on income performance, ensuring targets are met and impact is clearly demonstrated.
- Collaborate with internal and external partners (including Hampshire Cricket, Utilita Bowl and Hampshire Cricket Foundation) to maximise reach, engagement and participation.
- Leverage data and insight to drive participation growth and engagement across diverse communities.
- Ensure alignment with strategic priorities, particularly increasing participation and engaging underrepresented groups.
- Represent Hampshire Cricket Board at key meetings and networking events.
- Contribute to the organisation's wider leadership and strategic planning, supporting long-term growth and sustainability.

KEY RELATIONSHIPS

Internal

- Managing Director
- Head of Cricket Development
- Head of Operations and Programmes
- Digital Marketing Manager
- Development Managers
- Development Officers
- Hampshire Cricket and Utilita Bowl
- Hampshire Cricket Foundation

External

- Affiliated clubs and leagues
- England and Wales Cricket Board
- Local businesses
- Public funding bodies
- Charitable Partners

SKILLS, KNOWLEDGE AND EXPERIENCE

- Proven experience in income generation, partnerships, or business development, ideally within sport, charity, or community sectors.
- Demonstrable success in securing funding through a mix of sponsorship, grants and commercial income streams.
- Experience of developing and managing strategic partnerships that deliver measurable outcomes.
- Strong understanding of funding landscapes, including trusts, foundations and public sector opportunities.
- Excellent relationship management and networking skills, with the ability to influence and engage a wide range of stakeholders.

- Knowledge of marketing, communications and audience engagement, with an appreciation of data-driven approaches.
- Commercial awareness and good financial acumen, including managing budgets and income targets.
- Highly effective written and verbal communication skills, including bid writing and presenting.
- Ability to think strategically while also delivering operationally.
- Passion for community sport and increasing participation, particularly among underrepresented groups
- Collaborative mindset with the ability to work across teams and organisations.
- Computer literate and effective user of Excel, PowerPoint and other Microsoft programmes, digital systems and tools.
- Ability to travel independently between sites (Full and valid driving licence and access to a car).

WORKING HOURS

The normal working days will be Monday-Friday. The majority of working hours will be between 9.00am and 5.00pm, however you will be required to work evenings and weekends as and when the role requires.

This job description outlines the principal accountabilities/main duties relating to this post. However, the post holder may be required to undertake other duties not detailed above, as directed.

SAFEGUARDING STATEMENT

Hampshire Cricket Board is committed to safeguarding and protecting the children and young people that we work with. As such, all posts are subject to a safer recruitment process, including the disclosure of criminal records and vetting checks. We ensure that we have a range of policies and procedures in place which promote safeguarding and safer working practice across our services.

EQUAL OPPORTUNITIES

We are committed to employment practices and behaviours that encourage diversity, promote equality of treatment and eliminate unlawful and or unfair discrimination.