Volunteer Role Descriptor

Role	Business Development Officer
Reporting to	Daniel Peach (Trustee of Corporate Partnerships and Fundraising)

What does this role do at ReportOUT?

ReportOUT has a clear mission and is scaling its infrastructure to grow its reach. Corporate partnerships and fundraising are emerging areas of focus with a potential for huge impact on the future of the organisation. ReportOUT's strategy is to build awareness through direct outreach, create engagement through events and paid speaking events, and eventually solicit donations.

As a Business Development Officer, you will work with Trustees and Communications Officers to identify and engage potential corporate sponsors at target companies. Along with the Trustee of Corporate Partnerships and Fundraising, you will create a shortlist of potential corporate sponsors, create a joint engagement pipeline, perform direct outreach, capture/analyse feedback on ReportOUT's sponsorship offerings, and forge relationships. You will help nurture these relationships with ReportOUT through communications, event invites, offers to present research through paid speaking engagements (for example, LGBT History Month, Pride), and help them fundraise during annual giving campaigns.

Hosted in our new Partnerships and Fundraising team, you will help ReportOUT build a durable foundation to support human rights research, campaigner training and workshops, events, mass communication, and defence campaigns. In the role, you will gain experience with business development and fundraising, while gaining exposure to critical human rights initiatives and campaigners.

Essential skills, experience, or qualifications you need for this particular role:

1. You must be a clear communicator and comfortable with "cold" outreach through email and LinkedIn.
2. You must be willing to represent the work of ReportOUT and identify shared interest or value with potential sponsors.
3. You must be adaptable and to use new technologies as part of your role. If you have not used customer relationship management software (Salesforce) before, you must be willing to try it and learn it to a high standard.

Desirable skills, experience, or qualifications:

1. Experience in fundraising, business development, or sales.