



## **In Kind Direct International Development Manager**

**Contract:** 1 Year Contract, Part Time - 3 days a week

**Location:** Hybrid working (office is based in central London)

**Reporting to:** CEO In Kind Direct

**Line Manager Responsibility:** No

**Salary:** FTE £40 - 45k

### **About In Kind Direct International (IKDI)**

In Kind Direct International brings together international charitable organisations which specialise in product giving for social good and was founded by HRH, The Prince of Wales. Our purpose is to promote product giving internationally to help those most in need. Members of the In Kind Direct International Network receive goods donated by manufacturers and retailers to distribute to charities. Network members work together to increase the volume of goods distributed by members; the number of end users reached; and the economic, social and environmental impact for all stakeholders.

There are currently five IKDI network members: the founder member, In Kind Direct (IKD) in UK, Dons Solidaires in France, Innatura in Germany, In Kind Direct (Singapore) and a new member, MateriaBona in Switzerland. Our ambition is to grow the network in coming years.

Network members collaborate and share expertise in distributing goods to charities across Europe and beyond. Together, network members have over 50 years of product distribution experience.

To date, the total value of goods distributed by IKDI network members exceeds €760 million, reaching almost 16,000 recipient organisations.

### **Role Summary**

We are seeking an adaptable, and enthusiastic self-starter with experience in partnership or business development to join our dynamic and passionate team. You will have the proven ability to build strong personal relationships and networks, engage and influence senior stakeholders.

You will be responsible for managing relationships with new / current network organisations to maximise IKDI's impact in line with the 2025 strategy. You will be responsible for developing our strategy while nurturing the current network and looking to expand to other markets. You will possess commercial drive, have an understanding of the charity sector and a desire to deliver results against clear impact KPI's.

Crucially, you will use your experience to build new partnerships and developing relationships with partner organisations. You will be aware of their internal and external drivers, understand their KPI's and know how to build solutions that support the network's ability to increase impact, take a



thought leadership role in the space of product giving and enable best practice. You will be able to demonstrate how you have delivered results within this environment.

### **Key Responsibilities:**

#### **Network Member Management:**

- Deliver first rate member management to achieve objectives and build excellent relationships that facilitate future growth of the network including sharing of best practice in the form of joint meetings, projects, annual conference
- Work with the network members to encourage development of strategic, multi-faceted partnerships with corporate partners thinking creatively and entrepreneurially to maximise the value of being a network and supports growth of product giving
- Proactively seek opportunities to share product donations between the network
- Measure and report on key impact KPIs for the network
- Lead the network's role in thought leadership and advocacy that seeks to drive change with corporates, government, charity sector supporting the need for product giving and the collective social and environmental benefits
- Work with the IKD marketing team to communicate the impact of IKDI and grow visibility of the network with key stakeholders
- Manage membership and licence agreements, negotiating agreements and fees as required ensuring the IKDI brand is protected and appropriately valued
- Monitor and maintain systems and processes including intranet, toolkit, contracts and due diligence
- Maintain a strong external profile as an ambassador for the charity, whilst keeping up to date with developments in the Corporate and Charity Sector

#### **Network Development**

- Develop network model to enable tiered membership and support
- Secure new product giving members in markets that already exist through regular meetings, proposals and pitches demonstrating benefits of IKDI network
- Identify and research potential new start up countries and lead candidates and negotiate membership and licence agreement taking into account local cultural and compliance requirements
- Support prospective new start up countries with IKDI Toolkit, guidance, and introductions across the network

#### **Fundraising**

- Work with network and IKD philanthropy team to develop robust proposals to support IKDI's 2025 strategy from Foundations, HNWI or corporates



- Develop network's European funding and lobbying strategy

### **Governance and Reporting**

- Provide high quality analysis and reports for the CEO and IKDI Board on the performance of the charity, including recommendations for decision making, effective delivery and risk mitigation
- Manage all Board preparation, minutes and matters arising. Work with IKD finance team to deliver financial accounting
- Manage all legal and financial aspects of membership and licence agreements complying with GDPR, legal and charity regulations

### **To succeed in this role, you will be able to demonstrate:**

- Relevant commercial experience within a sales, or relationship management role with proven track record of forging partnerships
- Experience of delivering commercial results against clear KPI's and targets with ability to secure new business
- Evidence of generating high value partnerships in either a charity or commercial environment – using data, insight and creativity
- Experience of providing excellent relationship management and stewardship with key external and internal stakeholders
- Exceptional relationship management and negotiation skills, with demonstrated ability to influence and persuade senior decision makers
- Creative, entrepreneurial self-starter with initiative, confidence, drive, and flexibility to deal with unexpected situations or last-minute changes in a dynamic organisation
- Passion for change and impact
- Ability to research new and innovative leads, network and connect resources
- Ability to create and deliver compelling pitches, business plans and proposals
- Demonstrable experience in creating and negotiating contracts, budget development, data management and account management skills
- Excellent organisational skills and the ability to assess, prioritise and manage a varied and demanding workload across different teams and organisations
- Understanding of GDPR requirements and other relevant legislation, guidance and good practice
- Aligned with IKD values of kindness, togetherness, integrity, and innovation
- Ability to speak French and/or German would be a benefit



## **Working at In Kind Direct**

Our team receive excellent training and development, and a host of staff benefits including an interest free travel loan, volunteering days, 25 days holiday each year (plus public holidays) and 7% pension scheme entitlement.

We seek to challenge discrimination and are committed to our values of kindness, togetherness, integrity and innovation. We are on an organisational journey to achieving our EDI vision and welcome any questions about our progress and aspirations. We especially welcome applications from anyone with lived experience of being on low income or working with smaller charitable organisations. We will meet all reasonable expenses and make reasonable adjustments for anyone invited to interview.

## **How to apply**

The deadline for applying for this role is 5pm 14<sup>th</sup> June 2022. Please read the full job description before applying and use the email subject line "IKDI Development Manager". For details of how your data as an applicant will be used and stored, please read our [Privacy Policy](#)

To apply, please send your CV, a supporting statement and a completed Equality Monitoring Form to [people@inkinddirect.org](mailto:people@inkinddirect.org)