



**Scottish Disability  
Sport**

Role Title: <b>Sponsorship and Fundraising Director</b>		Company: <b>Scottish Disability Sport</b>
Role Type: <b>Non-Executive Director</b>	Term of Office: <b>3 Years (Maximum 6 Years)</b>	Committees: <b>Board of Directors (member) Funding subgroup (member) Governance sub group (member)</b>

### **ABOUT SCOTTISH DISABILITY SPORT (SDS)**

SDS is a voluntary led organisation, a company limited by guarantee and a registered charity in Scotland, mainly funded by exchequer and lottery funding.

SDS is the governing and coordinating body of all sports for children, athletes and players of all ages and abilities who have a physical, sensory or learning disability. The vision of SDS is: 'To develop Opportunities and Improve Performance in Disability Sport for children, athletes and players with a physical, sensory or learning disability in Scotland'.

### **ROLE PURPOSE**

A passionate and enthusiastic individual who is interested in helping achieve the vision and aims of Scottish Disability Sport by specifically supporting the organisation in the field of fundraising and sponsorship.

The Sponsorship and Fundraising Director will be part of a dynamic organisation, led by a Board of volunteers with 19 staff. SDS is the lead agency in Scotland for developing opportunities and improving performance for all people with a disability and you will be part of an enthusiastic and committed board comprising of individuals who have the common motive of promoting and raising the profile of disability sport within Scotland and who believe that sport can change people's lives.

The Sponsorship and fundraising director will help to shape the financial future of Scottish Disability Sport by sourcing income through commercial support, grants, donations and benefactors. In return, SDS offer the opportunity to meet new people, gain new skills, volunteer within a sports context, gain experience in governance and learn about the inspiring world of disability sport.

### **ORGANISATIONAL STRUCTURE**

Scottish Disability Sport is led by a voluntary board of directors who have specific portfolios in the areas of participation and performance, education and training, governance, communication and finance. The board is led by a dedicated chair supported by a vice chair. The organisation has a staff of 19 led by an experienced Chief Executive.

### **KEY RESPONSIBILITIES**

- Actively involved in seeking and sourcing income from a variety of external sources
- Access opportunities within the commercial, finance, trust and grant making sector
- Support the development of individualised presentations to potential sponsors
- Support the board and fundraising working group to bring ideas into fruition for the purpose of attracting sources of potential funding into the organisation
- The Sponsorship and Fundraising director will report directly to the Board and advise on all sponsorship and fundraising activities
- Support the Chief Executive in coordinating sources of income and applications for funding from external sources

### **ACCOUNTABILITY**

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The position is accountable to the Chair of the Board.

### **TERM OF OFFICE**

In accordance within Scottish Disability Sport Articles of Association, a director may be co-opted on to the board until such time as the AGM is held when they can be formally elected to serve. Terms of office are three years with the option for a second tenure

### **REGULAR ANNUAL COMMITMENTS**

- 6-8 Board meetings per year, located in either in Glasgow and Edinburgh (attendance via Skype if available)
- AGM in September
- Fundraising working group that meets as required
- Governance sub group meeting before every second board meeting
- Any other relevant ad hoc groups set up for a specific purpose

### **EXPENSES**

This position, as with all other Board Directors, is unpaid. All reasonable out-of-pocket expense incurred on SDS business will be reimbursed.

### **MAIN ROLE REQUIREMENTS**

#### **Knowledge & Experience:**

##### **Essential**

- Relevant experience of the corporate, charitable and commercial Sector
- Corporate and commercial networking and relationship building
- Experience/track record of delivering a successful fundraising campaign

##### **Desirable**

- Experience of governance at either board or executive level
- Understanding, knowledge or interest in the sports sector

#### **Skills:**

- Ability to negotiate, influence and convince
- Strategic perspective, vision and the ability to work within a positive team of directors and staff
- Innovative thinker and the ability to implement a successful campaign to bring in additional financial resources
- Able to liaise with individuals and work with the relevant staff to put plans together to identify potential sponsorship and fundraising opportunities

#### **Personal Qualities:**

- Promote and uphold high standards of integrity
- Tenacious, persistent and pragmatic approach
- Support other Directors in their leadership of SDS while monitoring their own conduct
- Question intelligently, debate constructively, challenge rigorously and decide dispassionately
- Listen sensitively to the views of others

<b>Signature of Director on appointment:</b>	<b>Date:</b>

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