

Director - Hampshire Cricket Foundation

Permanent, Full-time

Department / Area: Hampshire Cricket Foundation
Reports to: Chair of Trustees
Location: Utilita Bowl & Hilton Southampton
Utilita Bowl, Botley Road, West End, Southampton,
SO30 3XH

The Role

To lead Hampshire Cricket Foundation as lead executive and public face, driving strategic growth, income generation, and partnerships. Using the profile of Hampshire Cricket and the Utilita Bowl to deliver impactful programmes addressing key social issues, ensuring resources achieve measurable community benefit and sustainable long-term impact.

Key Responsibilities

Strategic Leadership

- Develop and deliver a clear Foundation strategy
- Define priority social impact themes and success measures
- Translate strategy into practical plans and partnerships

Fundraising & Income Generation

- Lead all fundraising activity and income growth
- Build a diverse funding pipeline (donors, corporates, trusts, events)
- Develop compelling cases for support aligned to impact priorities
- Maintain strong, long-term donor relationships

Social Impact

- Identify priority areas where the Foundation can make a meaningful difference
- Ensure focus on a small number of high-impact themes
- Align all funding to clear outcomes and public benefit

Partnerships

- Build strong cross-sector relationships
- Leverage Hampshire Cricket's profile to drive impact and engagement
- Maintain the Foundation's independence while maximising collaboration

Profile & Communications

Utilita Bowl

Utilita Bowl, Botley Road, West End, Southampton, Hampshire, SO30 3XH

T 02380 472002 E recruitment@utilitabowl.com

- Act as the Foundation's public ambassador
- Strengthen reputation, visibility and stakeholder engagement
- Communicate impact clearly and effectively

Operations & Finance

- Responsibility for budgets and financial planning
- Build a sustainable and scalable operating model

Experience and Qualifications

Essential:

- Senior leadership in a charity or mission-led organisation
- Proven success in fundraising and income growth
- Strategy development and delivery
- Working with Trustees or Boards
- Experience of building partnerships and external representation

Desirable

- Knowledge of Hampshire and its communities
- Experience of grant-making or impact evaluation
- Experience of sport or sport-for-development organisations

Key Skills

- Outstanding relationship builder and communicator
- Strong public ambassador
- Strategic, commercially aware and results-driven
- Financially literate with sound judgement
- Committed to inclusion, safeguarding and community impact

Considerations

All applicants must provide evidence to demonstrate that they have the Right to Work in the UK. Utilita Bowl is an equal opportunities employer. We are committed to employment practices and behaviours that encourage diversity, promote equality of treatment and eliminate unlawful and or unfair discrimination.

We ensure that we have a range of policies and procedures in place which promote safeguarding and safer working practice across our organisation.