

# Person Specification

## Job Title: Individual Giving and Corporate Partnerships Manager



**North Bristol**  
NHS Trust

Criteria	Where Found (Application Form, Interview References)	Essential	Desirable
<b>Education/Training/Qualifications</b>			
Education to degrees level or equivalent	Application form	X	
Evidence of continuous professional development	Application form	X	
Membership of the Institute of Fundraising	Application form		X
<b>Work Experience</b>			
Experience and a proven track record of fundraising, developing strategies and robust planning including achieving ambitious targets and delivering successful campaigns.	Application form/interview	X	
Experience of promoting the cause of the Charity via written cases for support and public speaking.	Application form/interview	X	
Experience of planning, prioritising and managing a number of projects simultaneously.	Application form/interview	X	
Experience of working in a complex organisation and understand how to effectively stakeholder manage key relationships.	Application form/interview	X	
<b>Knowledge/Skills/Abilities</b>			
Knowledge and experience of fundraising management disciplines, in particular those employed in individual giving and corporate fundraising.	Application form/interview	X	

Knowledge of best practice in fundraising management including the management of income and expenditure budgets, fundraising/charity law and governance.	Application form/interview	X	
Knowledge of the Information Commissioner's Office, Charity Commission, Fundraising Regulator, GDPR and other data protection and governing bodies.	Application form/interview	X	
Knowledge of Bristol and the surrounding area and its influential groups/businesses.	Application form/interview	X	
<b>Personal Qualities/Special Circumstances</b>			
Specialist networking skills with the ability to relate to a wide and varied donor base.	Application form/interview	X	
Skilled at developing and leading complex projects with costs, timetables and projections.	Application form/interview	X	
The ability to work within a team.	Application form/interview	X	
Excellent presentation and communication skill and skilled at database applications, Microsoft and presentation packages.	Application form/interview	X	
A proven ability to work to tight deadlines and under pressure, with a strong work ethic and high standards of delivery.	Application form/interview	X	