



Senior Corporate Partnerships Fundraiser

Candidate Information Pack

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Introduction



This is an exciting time to join UK-Med. We have expanded significantly over the last few years and have an ambitious strategy in place for growth.

The world is experiencing an unprecedented level of humanitarian need. Natural disasters, disease outbreaks and conflict can hit at any time. The people affected are often the poorest and most vulnerable and the health problems they experience post-disaster are long-lasting. We believe that they deserve the highest quality emergency medical aid. We seek to save lives, but also to build resilient health systems so that people can lead healthy lives in the future.

At UK-Med, we work together to:

- **Respond** rapidly to emergencies, delivering the expertise needed to support local health services and save people's lives.
- **Prepare** health staff through training and capacity building, enabling health services to be better prepared for emergencies.
- **Learn** and share learning worldwide through our academic partners, ensuring patients get the best care.

This is a pivotal time in our history to join UK-Med. At the end of February 2022, we received the first of many calls asking for help with the crisis in Ukraine. We now have programmes across Ukraine including surgical support, health clinics, and emergency preparedness training. More than 20,000 people have already received direct support or training from UK-Med as a result.

In June 2022, we were awarded EMT (Emergency Medical Team) status by the World Health Organization. A month later, we were formally appointed to provide EMT services for the UK government. As such we are at the front line of the Foreign, Commonwealth and Development Office's response to humanitarian crisis and can also respond to any crisis, anywhere in the world, under our own banner.

We are very excited about our plans and hope you will join us on this extraordinary journey.

David Wightwick

UK-Med Chief Executive Officer

Advert

Role:	Senior Corporate Partnerships Fundraiser
Remuneration:	GBP £41,000 FTE gross annual (pro-rated based on a full-time equivalent salary, and dependent on experience)
Duration:	Permanent
Hours:	This role is part time role, available for up to 3 days a week, (21 hours a week) with the expectation of flexibility in emergencies. The salary is up to GBP £41,000 FTE gross annually, pro-rated based on a full-time equivalent, and dependent on experience.
Location:	UK-Med Office, Manchester, UK (hybrid working available)

Are you a dynamic and experienced Corporate Partnerships Fundraiser with a proven track record in developing strategic corporate partnerships to drive significant income growth and create impactful, mutually beneficial relationships?

UK-Med is a frontline medical aid charity. Born of the NHS, we've been working for over 30 years towards a world where everyone has the healthcare they need when crises or disasters hit.

As we expand significantly, we seek a passionate and skilled Senior Corporate Partnerships Fundraiser to join our growing Fundraising and Communications team.

You will play a pivotal role in UK-Med's ambitious growth strategy, building our private income through developing a new strategic corporate partnership plan, working to identify and reach out to national and regional corporate partners as a new income stream.

Working closely with the Head of Philanthropy, you will take the lead on researching, prospecting, cultivating and stewarding corporate supporters to not only vital secure financial support for UK-Med's work but also create collaborative, strong, mutually beneficial relationships.

This role offers a unique opportunity to work closely with the Greater Manchester Chamber of Commerce, the largest Chamber in the UK, with over 5000 members. As tenants of the Chamber, UK-Med's Head Office is situated with the Chamber of Commerce and, as an approved partner, the Chamber are hugely supportive of UK-Med's vision to grow income and awareness amongst Chamber members. Join a growing team on this exciting journey to save lives and build resilient health systems!

We offer a competitive salary and benefits along with a friendly working environment and the opportunity to make a real difference through humanitarian work.

How to apply

To apply, please submit a current CV and a supporting letter (no more than 2 pages) that includes a detailed explanation of your suitability for this post with specific reference to the essential criteria in the person specification.

Applications must be submitted through our [online jobs portal](#) no later than **Monday 16th of September 2024**.

Applications for work in the UK can only be accepted from people with an existing right to work in the UK.

The vacancy will close as soon as we have received enough strong applications.

UK-Med is committed to safeguarding of our personnel and beneficiaries and has a zero-tolerance approach to sexual exploitation and abuse. We conduct thorough vetting before any appointment is confirmed.

UK-Med is committed to the principles of diversity, equality, and inclusion. We strive to provide an inclusive and supportive environment where employees feel respected and supported to be able to fulfil their potential.

About UK-Med

UK-Med (www.uk-med.org)

We train and deploy medical teams and specialists to save lives when epidemics, conflict and natural disasters hit. As disasters grow more frequent, severe and complex there has never been a greater need to respond quickly and effectively. We believe in a world prepared to help.

It started in 1988 with a team of eight Manchester clinicians led by our founder Tony Redmond, when a huge earthquake ripped through Armenia. Teams continued to deploy throughout the 1990's and 2000s, and when Ebola struck West Africa in 2014 UK-Med stepped up. We recruited and trained the one hundred and fifty UK clinicians who worked alongside local medical teams, other NGOs and DFID to bring the outbreak under control.

UK-Med has deployed teams to a range of countries and crises including Cape Verde, China, Gaza, Haiti, Bosnia and Herzegovina, Indonesia, Jordan, Kosovo, Pakistan, the Philippines, Sierra Leone and Bangladesh. Our teams have undertaken a range of work on deployment including general medical care, trauma and surgical care, outbreak response and training of local healthcare staff.

The UK EMT

The UK Emergency Medical Team (UK EMT) provides high quality emergency health care solutions in a range of humanitarian contexts on behalf of the UK Government. The programme is led by the Foreign, Commonwealth and Development Office (FCDO) and works under the guidelines of the WHO Classification and Minimum Standards for Medical Teams in sudden onset disasters. We recruit and train teams of UK-based clinicians, normally released for three weeks at a time by NHS employers. At any time, we have a team of sixty clinicians on call who are ready to respond to disasters anywhere in the world within twenty four hours.

We can respond following earthquakes, cyclones, hurricanes, disease outbreaks or to other humanitarian contexts. Depending on the needs, we might deploy individual personnel, small clinical or advisory teams, self-sufficient primary care facilities or a field hospital including surgical team and inpatient facilities.

UK-Med Vision, Mission and Values

Our Vision

A world where everyone has the healthcare they need when crises or disasters hit.

Our Mission

We save lives in emergencies.

When health services are overwhelmed, we get expert health staff to where they're needed fast.

We help communities prepare for future crises.

We Value:

Excellence

We set high standards for ourselves and the organisation. We strive to be outstanding in everything we do.

Determination

We have a can-do attitude and thrive on problem solving. No matter what the challenge, we explore all options so if there's a way we'll find it. We don't give up easily.

Compassion

We care about people. The health and wellbeing of our patients and our people is central to everything we do.

Learning

We believe in knowledge-sharing and giving people the means to develop their capabilities. We value learning and continual growth.

Collaboration

Working in partnership with stakeholders, communities and colleagues is key to the success of our work.

We respect the skills, knowledge and experience of those we work with and take care to listen and adapt to changes in need.

Job Description

Job Title	Senior Corporate Partnerships Fundraiser
Reports to	Head of Philanthropy
Duration	Permanent
Hours	This role is part time role, available for up to 3 days a week, (21 hours a week) with the expectation of flexibility in emergencies. The salary is up to GBP £41,000 FTE gross annually, pro-rated based on a full-time equivalent, and dependent on experience.
Place of work	UK-Med Office, Manchester, UK. (Hybrid working)
Purpose of role	
<p>The Corporate Partnerships Fundraiser will drive UK-Med's growth by developing and expanding corporate partnerships, securing vital financial support, and fostering impactful, collaborative relationships. You will manage and cultivate relationships with corporate partners, identify new prospects, and work on innovative income streams like Charity of the Year Partnerships. Additionally, you will collaborate with the Communications team to recognize and thank supporters, maintain donor records, and ensure compliance with all relevant policies. This role is key to enhancing UK-Med's capacity to provide essential healthcare during crises and disasters.</p>	
Key responsibilities	
1	Work alongside our friendly and professional fundraising team to deliver corporate partnership stewardships, events, campaigns, and activities.
2	Be an excellent relationship manager for UK-Med's corporate partners, delivering high quality account management, keeping supporters up to date with the impact of their donation as well as delivering bespoke stewardship plans.
3	Identify potential new corporate partners through thorough prospect research, exploring existing networks and prospecting.
4	Develop and be responsible for income lines including Charity of the Year Partnerships, cause-related marketing and strategic partnerships.
5	Develop a strong relationship with contacts and members at The Greater Manchester Chamber of Commerce, attending events to grow networks and partnerships for UK-Med.
6	Work with the Communications team to create inspiring and engaging impact reports, updates, social media posts and media pieces to recognise and thank corporate supporters.
7	Maintain and update donor records on the Fundraising database, Donorfy.
8	Confident to ensure all work complies with Equal Opportunities, Health & Safety, Data Protection and all policies of UK-Med.
9	Perform other duties as assigned.
Safeguarding	

Comply with and uphold UK-Med safeguarding policies (including child protection, prevention of sexual exploitation and abuse, bullying and harassment) and all Codes of Conduct.

Report all possible breaches of policy or Codes of Conduct through the appropriate channels in a timely fashion.

General duties

To ensure and promote Equality, Diversity, and Inclusion (EDI) in line with UK-Med’s EDI Policy.

Comply with all financial and procurement policies and procedures, including those relating to anti-bribery, anti-terrorism, and anti-slavery.

Support UK-Med’s environmental policies and procedures, taking personal responsibility for contributing to reducing negative environmental impacts.

Undertake training and comply with vetting requirements (including CRB / police checks, referencing) appropriate to the role as specified by UK-Med.

Work within the security framework and subsequent rules and procedures put in place for the deployment depending on the context

Treat all people including colleagues, patients and other beneficiaries, volunteers, partner staff and the general public with respect and ensure their dignity in interactions with you and UK-Med.

Other tasks as might be required to ensure effective delivery of UK-Med / READY / projects and programmes of work.

Person Specification

Senior Corporate Partnerships Fundraiser

Qualifications / Professional Memberships		
1	Educated to degree level in a relevant subject (e.g. Marketing, or fundraising, communication, journalism, international relations or equivalent professional experience OR evidence of continual professional development relevant to the role purpose.	Desirable
2	Communication or International relations qualification	Desirable
Knowledge, Skills and Experience		
3	Experience in fundraising or Business to business sales and account management.	Essential
4	Understanding of donor/customer care	Essential
5	Excellent communication skills both written and spoken, clearly communicating complex issues in an accessible style to a variety of audiences.	Essential
6	Familiarity with and expertise in using Microsoft Office, including Excel, Word, PowerPoint and Outlook.	Essential
7	Experience in managing multiple priorities, within a busy team	Essential
8	Exceptional relationship-building skills with the ability to cultivate and steward strong, mutually beneficial relationships with corporate partners.	Essential
9	Strong research skills with the ability to identify and evaluate potential corporate partners through thorough prospect research and networking.	Essential
10	Confident in delivering presentations and pitches to potential corporate partners and stakeholders.	Essential
11	Ability to work collaboratively with fundraising and communications teams to deliver successful events and campaigns.	Essential
12	Understanding of Equal Opportunities, Health & Safety, Data Protection, and other relevant policies and regulations.	Essential
13	Genuine passion for UK-Med's mission and values, with a commitment to making a positive impact through humanitarian work.	Essential
14	Understanding of the healthcare and humanitarian sectors, particularly in the context of crisis and disaster response.	Essential
15	Experience in collaborating with diverse teams to achieve common goals and deliver successful outcomes.	Essential

16	Excellent command of written and spoken English. Knowledge of any other language is an advantage.	Essential
Personal Attributes		
17	Experience of living and working in an international setting (i.e. outside the UK and/or Europe), ideally in a conflict-affected or developing world context.	Essential
18	Knowledge of managing contract income in a way that optimizes compliance and generation of surplus overhead, and of the taxation implications of sourcing contract income in a non-profit organisation.	Essential
19	Highest standards of integrity.	Essential
20	Flexible, can-do attitude and good team player.	Essential
21	Excellent time and task management skills.	Essential
22	Excellent communication skills.	Essential
23	Excellent attention to detail.	Essential
24	Ability to work independently.	Essential
25	Flexibility in approach to working hours as may involve occasional out of hours work.	Essential
26	A commitment to own learning and development and willingness to undertake Continuing Professional Development.	Essential
Practical requirements		
27	Willingness to submit to medical and safeguarding checks required to ensure suitability	Essential
28	Willingness to work some weekends and evenings if required.	Essential
29	Willingness to occasionally travel internationally to attend donor visits.	Essential

Key terms and benefits

Salary:	GBP £41,000 FTE gross annual (pro-rated based on a full-time equivalent salary, and dependent on experience)
Working hours:	This role is part time role, available for up to 3 days a week, (21 hours a week) with the expectation of flexibility in emergencies. The salary is up to GBP £41,000 FTE gross annually, pro-rated based on a full-time equivalent, and dependent on experience.
Annual Leave:	25 days per year plus 8 public holidays.
Pension:	10% employer contribution with 5% employee contribution to a specific defined contribution scheme
Deployment:	You must be able to deploy anywhere in the world on short notice and agree to undertake medical assessments to confirm this fitness
Safeguarding:	To follow UK-Med safeguarding practices as required within the role.
Professional requirements:	Appropriate professional Qualification/Membership
Term of contract:	Permanent

UK-MED

Building a world
prepared to help