

Corporate Fundraiser

Here at Claire House, we have some great corporate partnerships with business of all sizes across our region, and we are looking to expand and develop this vital fundraising stream, to ensure we're able to provide the care and support to more children and families who need us most.

It takes an energetic and enthusiastic 'people person' to make sure that every business we work with gets the best possible experience from supporting Claire House. We work closely with our partners and help them to understand the difference they make to local children at the end of their lives.

Claire House has an exciting new opportunity within our corporate fundraising team based at mainly our Liverpool site, on the Wirral and out in the community. Previous fundraising experience is desirable, but someone with drive, passion and charisma is essential. Training and mentoring will be provided to develop the corporate fundraising skills required which sets Claire House apart from other charities.

Scope of the job

- To research and approach companies to maximise fundraising opportunities, including charity of the year partnerships.
- To promote Claire House events and campaigns to businesses
- To provide the highest quality supporter care, working in partnership with the business to engage with its staff, maximising fundraising and retain support for the long term.
- To monitor and evaluate all aspects of the partnership, reporting on income and engagement.
- To represent Claire House and generate awareness of the care we provide to a large audience.
- Developing effective activity plans, with clear objectives and outcomes to engage with new and existing corporate partners.
- Working to ensure compliance with fundraising regulations.
- Work with other departments and teams within Claire House for the mutual benefit of the charity and the supporting organisation.

Position in Organisation

Reports to Corporate Manager

A member of the Fundraising team

Works closely with the wider Fundraising team, Retail Team, Care team, Claire House families & Volunteers

Dimensions and Limits of Authority

- Freedom to act on own initiative and make decisions in line with agreed corporate plan and strategy

	Essential	Desirable
Qualifications	<ul style="list-style-type: none"> • Hold a full current UK driving licence • GCSE Maths and English 	A level education or equivalent.
Experience	<ul style="list-style-type: none"> • Experience of successfully building long-term, mutually beneficial relationships with a variety of organisations. • Proven experience of working with different teams • Managing a diverse workload and working to deadlines under pressure 	<ul style="list-style-type: none"> • Fundraising experience • Account management experience
Skills	<ul style="list-style-type: none"> • Brilliant people skills • Confident networking and public speaking • Strong project management skills • I.T literate • Ability to work under pressure, prioritise work and support the team • Ability to communicate at all levels • Good time management 	<ul style="list-style-type: none"> • Knowledge of a supporter database
Knowledge/Understanding	<ul style="list-style-type: none"> • Knowledge of Claire House • Understands strategic planning processes 	<ul style="list-style-type: none"> • Understanding of corporate fundraising strategies • Understanding of marketing strategies
Personal Attributes/Abilities	<ul style="list-style-type: none"> • Confident, outgoing, and engaging • Ability to work as part of a team • Reliable and self-motivated • Sense of humour • Personal drive and enthusiasm • Confidence in speaking to a variety of audiences • Capable of using initiative, tact, discretion, and confidentiality • Able to develop relationships 	
Other	<ul style="list-style-type: none"> • Total commitment to the aims of Claire House and represent its values • Satisfactory DBS check. 	