



Job Title:

Corporate Partnerships and Philanthropy Lead

Dept.:

Fundraising

	Essential/Desirable	Evidence
<p>A: EDUCATION QUALIFICATIONS AND TRAINING Level of education, specific qualifications, specialised training, training requirements for the job)</p>	<p>Essential:</p> <ul style="list-style-type: none"> Qualified to a Further and/or higher Education Level or relevant experience which demonstrates equivalent academic skills <p>Desirable:</p> <ul style="list-style-type: none"> Fundraising qualification (e.g. Institute of Fundraising Diploma) 	<p>Application</p> <p>Certificates</p> <p>Documents</p> <p>CPD Portfolio</p> <p>Interview</p>
<p>B: EXPERIENCE (Length, type and level of work-related experience)</p>	<p>Essential:</p> <ul style="list-style-type: none"> Proven and extensive experience in major donor fundraising and/or corporate partnerships in a charitable context, with a track record of securing five and six-figure gifts. Experience in developing and delivering fundraising strategies to drive income growth. Experience of budget setting and monitoring. Leadership experience, with the ability to motivate and develop a team. A good understanding of charity fundraising regulations and best practices. Track record of relationship fundraising / engaging high value donors to give. Experience of working at a strategic level implementing organisation-wide plans and procedures. Experience of using a CRM database. <p>Desirable:</p> <ul style="list-style-type: none"> Experience within the healthcare and/or air ambulance charity sector. Existing network of high-net-worth individuals and corporate contacts within the charity's six-county operating region. Experience of the Access CRM system. 	<p>Application</p> <p>Interview</p>



<p>C: SKILLS KNOWLEDGE ABILITIES (Range and level of skills, depth of knowledge required for the job)</p>	<p>Essential:</p> <ul style="list-style-type: none"> • Strong relationship-building skills, with the ability to engage and inspire high-net-worth individuals, senior executives, and internal stakeholders. • Excellent communication, presentation, and negotiation skills. • Ability to manage multiple projects, set priorities, and work to tight deadlines. • Passionate about the mission of Midlands Air Ambulance Charity and communicating its impact to external audiences. • A proactive and strategic thinker, able to identify and seize new opportunities. • Highly professional, with a commitment to delivering excellent stewardship and donor experience. • A collaborative team player who thrives in a dynamic, fast-paced environment. • Solutions focused approach. • Demonstrates honesty and integrity, and promotes organisational values and behaviours. • Target orientated but able to see bigger picture. • Proficient IT skills including MS Office. • Excellent numeracy and literacy skills. <p>Desirable:</p> <ul style="list-style-type: none"> • Understanding of basic principles of marketing and communications • Understanding of Midlands Air Ambulance Charity and the wider Air Ambulance sector 	<p>Application Interview CPD</p>
<p>D: APTITUDES AND ATTRIBUTES (Communication and interpersonal skills, organisational skills, ability to work on own initiative, to strict protocols/procedures and time scales)</p>	<p>Essential:</p> <ul style="list-style-type: none"> • Creative and resourceful • Resilient self-starter • Influencing skills and the ability to negotiate • Tact and diplomacy • Reliability and commitment • Punctual • Autonomous working • High professional standards • Attention to detail 	<p>Application Interview</p>
<p>E: OTHER JOB REQUIREMENTS (Physical/health requirements,</p>	<p>Essential:</p> <ul style="list-style-type: none"> • Full driving licence 	<p>Application Interview</p>



<p>specific requirements e.g. car owner/driver, full, clean, current UK Driving Licence)</p>	<ul style="list-style-type: none"> • Able to work flexibly, sometimes outside of normal office hours • Undertake full DBS/immigration/immunisations verification checks in line with MAAC policy and procedures. 	
<p>F: PERSONAL QUALITIES AND VALUES</p>	<ul style="list-style-type: none"> • RECEPTIVE - We define success as continuous improvement and aim for excellence in our lifesaving services and community projects • RESPECTFUL - we are a community-based organisation with a 'one team' culture that embraces and encourages honesty. • RESPONSIBLE - we aim to create the best possible future for everyone and strive to place sustainability at the heart of everything we do. • RELEVANT - we are open to new ideas and ways of working, across our clinical and charity operations, providing total transparency to all stakeholders. • RECOGNITION - we value our relationships - with staff, supporters and the wider communities we serve - working together to achieve the best possible patient outcome. 	<p>Application Interview</p>

The Charity is committed to safeguarding and promoting the welfare of all stakeholders. All post holders are subject to a satisfactory Disclosure and Barring Service check (DBS) and satisfactory employment references, as well as identification, prohibition, qualification and barred list checks, which will be required before commencing duties