



## JOB DESCRIPTION AND PERSON SPECIFICATION

Role	Corporate partnerships lead – new business		
Location	London / Hybrid within the UK		
Contract Type	Fixed term contract with a view to make permanent	Contract Length	15-months
Salary	£44,000 - £48,000 (dependent on experience)		
Office attendance / travel requirements	Expected travel for this role is: Majority of our roles can be performed hybrid which means you will be required to attend the office once a quarter for team meetings and regular travel for donor meetings will be required, currently a lot of our donor meetings are in London.		

### CONTEXT

This is an exciting time to join Blood Cancer UK. We are investing in our Corporate Partnerships Team and there is a strong organisational commitment to achieving and supporting income growth in this area.

This role will report into and work closely with the New Business Manager, developing and managing a pipeline of high value corporate partnerships.

You will play a vital role in cultivating these opportunities, creating compelling written applications, pitches, and staff vote campaigns. Ultimately you will help us secure high value partnerships that will bring us closer to the day we beat blood cancer.

You will have autonomy over your own pipeline, taking on full responsibility for your prospects. With the support of the New Business Manager, you will also be responsible for managing our small, but growing sponsorship portfolio.

This is an exciting role that involves working with a wide range of stakeholders, both internal and external. We are looking for a natural relationship builder and an effective communicator, with ambition and tenacity.

We are looking for someone with experience in corporate partnerships fundraising, or the transferable skills needed to succeed. You could already be a keen new-business fundraiser with experience of securing high-value partnerships, or with an impressive track record at lower levels and ready to step up.



Maybe you've worked in a trusts, philanthropy or regional fundraising team, and you have some big wins under your belt and an interest in corporate partnerships. Or maybe your background is in sales but you know your skills would map over.

## KEY RELATIONSHIPS

Reports to	New Business Manager
Line management responsibilities	None
Key relationships	<b>Internal contacts:</b> Partnerships & Philanthropy team Marketing & Comms Research team Support services team Policy, campaigns and volunteering team  <b>External contacts:</b> Potential and current donors Patient Ambassadors Blood Cancer UK supporters

## MAIN RESPONSIBILITIES

- Cultivate and win new corporate partnerships for Blood Cancer UK.
- Proactively develop, build and manage your pipeline of opportunities.
- Work with teams internally to develop compelling partnership offers.
- Write applications, present pitches, and deliver effective staff vote campaigns.
- Support the New Business Manager on the highest-value opportunities.
- Manage a portfolio of sponsorship opportunities, with a focus on retention and efficiency.
- Support the new business manager, and where necessary the wider corporate team, with general day-to-day tasks and activities.

### General Responsibilities:

- Where necessary, support in the delivery of other key projects and relationships across the Partnerships & Philanthropy team.



- Keep abreast of fundraising trends, especially within high value and corporate partnerships.
- Stay informed of developments within blood cancer research and the needs of people affected by blood cancer.

## THINGS WE ALL DO

- Promote Blood Cancer UK's vision, mission and core values
- We're all fundraisers. This is slightly different for all roles, and your team will have fundraising KPIs and objectives we all work to
- Attend and assist at Blood Cancer UK events and activities as required (NB this involves evening and weekend work)
- Be an effective ambassador for Blood Cancer UK at any activity you attend
- All staff are expected to adhere to Blood Cancer UK's policies and procedures
- Do any other reasonable things your manager needs you to do
- We work in partnership with our community by actively involving people affected by blood cancer in the decisions we make about our work – what we do and how we do it.

## PERSON SPECIFICATION

<b>Skills knowledge and experience</b>
<b>Essential</b>
Experience of securing corporate partnerships worth £50,000 or more per annum, or comparable transferable experience
Proven track record of prospecting, relationship building, negotiating and influencing
Highly motivated and target orientated with the ability to thrive under pressure
A proactive and flexible approach, able to recognise opportunities and capitalise on them
Tenacious attitude to prospecting and securing meetings
Strong written abilities, able to write compelling applications and proposals
Excellent communication skills and a confident presenter
Understanding of personal data under the principles of GDPR
A collaborative approach to working with other teams
<b>Desirable</b>
Experience of working within in a high value fundraising team
Experience of winning charity partnerships worth in excess of £500,000