

Head of Fundraising and Partnerships March 2024

Company Description:

St Andrew's Healthcare is a leading charity providing specialist mental healthcare for patients with some of the most complex, challenging mental health needs in the UK. We provide care across a number of inpatient, outpatient and community services, including Male and Female Mental Health, Child and Adolescent Mental Health Services, Neuropsychiatry, Autistic Spectrum Disorder and Learning Disability, with the majority of our services funded through NHSE and ICBs. We also provide outpatient care for military veterans, vocational training and education and have a thriving Research and Training facility.

We have developed an ambitious strategy for the next 5 years, focussed on quality, innovation, workforce development and growth. Within our growth plans we are actively developing a portfolio of new hospital and community services, launching new products in education, building a private treatment and assessment platform and launching major fundraising and sponsorship campaigns. We have an ambition to establish St Andrews as one of the UKs leading charities and brands within mental health

Join Us: If you are a strategic fundraiser with a passion for making a difference in mental healthcare, we invite you to join our team at St Andrew's Healthcare. Together, we can advance our mission of providing exceptional care and support to individuals with mental health needs. Apply now to be part of our dedicated and innovative organization.

Our Values:

Our charitable purpose is to relieve suffering, give hope and promote recovery. We will achieve this by focusing on six core areas:

- Quality of care
- Delivering value
- Buildings and Information
- People
- New partnerships
- Innovation and research

The charity has four core values, known as our CARE values: Compassion, Accountability, Respect, Excellence. We strive to achieve these values in everything that we do.

The Role: Key Purpose

St Andrew's Healthcare Charity is seeking a dynamic and strategic Head of Fundraising and Partnerships to lead our efforts in generating vital financial support and fostering meaningful relationships with donors, partners, and stakeholders.

In this key leadership role, you will drive the development and implementation of comprehensive fundraising strategies to support our mission of providing exceptional mental healthcare services. By building strategic partnerships and engaging donors, you will play a critical role in ensuring the sustainability and growth of our charitable initiatives.

Job Description - Key Responsibilities:

- **Fundraising Strategy:** Develop and execute a comprehensive fundraising strategy aligned with the organization's goals and objectives. Identify fundraising opportunities, set ambitious targets, and implement strategies to maximize revenue generation from individual donors, corporate partners, trusts, foundations, and other sources.
- **Donor Engagement and Stewardship:** Cultivate and nurture relationships with existing and prospective donors to deepen their engagement and support. Develop personalized stewardship plans to acknowledge donors, recognize their contributions, and ensure a positive donor experience.
- **Major Gifts and Campaigns:** Lead efforts to secure major gifts and donations from high-net-worth individuals and philanthropic organizations. Develop and implement fundraising campaigns, appeals, and events to inspire giving and achieve fundraising targets.
- **Corporate Partnerships:** Identify and cultivate strategic partnerships with corporate entities aligned with St Andrew's Healthcare's mission and values. Develop mutually beneficial partnerships that provide financial support, in-kind donations, volunteer resources, and other forms of support.
- **Grant Writing and Fundraising Proposals:** Lead the development and submission of grant proposals and fundraising applications to secure funding from trusts, foundations, and government agencies. Collaborate with internal stakeholders to ensure alignment with programmatic priorities and funding requirements.
- **Events and Community Fundraising:** Oversee the planning and execution of fundraising events, campaigns, and community initiatives. Mobilize volunteers, supporters, and community groups to raise funds and awareness for St Andrew's Healthcare Charity.
- **Partnership Development:** Identify and cultivate strategic partnerships with healthcare providers, academic institutions, advocacy organizations, and other stakeholders. Collaborate on joint initiatives, research projects, and advocacy efforts to advance mental healthcare innovation and access.
- **Budget Management and Reporting:** Manage the fundraising budget effectively, ensuring resources are allocated strategically to maximize ROI and impact.

Monitor fundraising performance, track key metrics, and prepare regular reports for senior management, Executive and the Board of Trustees.

Key Skills & Experience:

- Bachelor's degree in Fundraising, Nonprofit Management, Business Administration, or a related field
- Minimum of 8-10 years of progressive experience in fundraising, development, or related fields, preferably within the healthcare or nonprofit sector.
- Proven track record of successfully designing and implementing fundraising strategies that achieve revenue targets and organizational objectives.
- Strong understanding of fundraising techniques, including major gifts, grants, events, and corporate partnerships.
- Excellent relationship-building and communication skills, with the ability to engage and inspire donors, volunteers, and stakeholders.
- Strategic thinker with the ability to identify opportunities, set priorities, and drive results in a fast-paced environment.
- Leadership experience, with the ability to mentor, motivate, and empower a team of fundraising professionals.
- Passion for mental healthcare and a commitment to St Andrew's Healthcare Charity's mission of transforming lives.

Package Details:

This is a level D leadership role with an expected salary range of between £75,000-85,000 dependent on experience
Pension Scheme
30 days holiday