

BECOME.

THE CHARITY FOR CHILDREN IN CARE
AND YOUNG CARE LEAVERS

Job Description: Corporate Fundraising Officer

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Reporting to: Fundraising Manager

Purpose of role: To lead our fundraising activity with corporate partners. This will include working closely with the Fundraising Manager to steward our current partners, research new prospects, and motivate companies across a wide range of sectors to financially support Become. Building positive and long-term relationships with partners via meetings, phone, and email is central. There will be administrative responsibilities including managing data, writing applications, and research-based tasks.

Salary: £30,859

Hours: 35 hours p/w (part time and flexible working arrangements considered)

Pension: 5% employer contribution

Leave: 28 days per annum - pro-rata (*for part time roles*), plus bank holidays

Location: We are currently hybrid working: our team is largely home-based with some in-person attendance and meetings expected (mainly at our central hot-desking location in Old Street, London) in addition, for non-London based staff, we will consider hot-desking options near you, if required. We are open to conversations about flexible working arrangements.

About Become and the Corporate Fundraising Officer

Become, the national charity for children in care and young care leavers, is here to make a difference to individual lives right now, and the care system as a whole for future generations. We believe that young people who've experienced care should have the same chances as everyone else to live happy, fulfilled lives. We put young people at the heart of everything we do – helping them to be powerful agents of positive change in their own lives, in the care system and in society.

Now is a critical time to join Become with rising numbers of children in care and the need for our support greater than ever before.

We have ambitious plans for the future to reach more children and young people to help them to believe in themselves and shape the future they want and to tackle the structural and systemic issues holding young people back.

We have programmes of work that really make a difference, a welcoming and collaborative culture and a growing group of expert staff passionately committed to improving outcomes for children in care and young care leavers.

We are looking for someone who is dynamic, enjoys working with people, and is a confident communicator, to join our fundraising team of 6. You may be side-stepping from another charity fundraising role or coming from a different sector with exciting transferable skills. We want to help you develop as a corporate fundraiser and progress in your career.

As an organisation serving children in care and care leavers, we are keen to receive applications from people with experience of care and recognise the importance of having care experienced staff within our team. We are also actively seeking to bring diversity of perspectives and experience, and especially welcome applications from people with disabilities, from Black, Asian, Minoritised Ethnic backgrounds and LGBTQ communities.

Become is committed to tackling systemic racism and providing an inclusive, equitable workplace. We recognise that embedding equity, diversity and inclusion principles is an ongoing journey and one which we are determined to invest in.

At Become we strive to embed our core values into all aspects of our work;

Honesty- We represent the experiences of children in care and young care leavers with honesty and integrity, and act in their best interests.

Respect - We listen to care-experienced people, and we work in partnership with them to improve the experience of being in care and life after care.

Kindness - We care about the young people we work with, and we help the care system to be more like a good parent. We look after ourselves and after each other so we can be our best for young people.

Empowerment - We help children and young care leavers to be powerful agents of positive change in their own lives, in the care system and in society.

Optimism - We are angry about the times when the care system and society let young people down, but ambitious, determined, and optimistic about our ability to make things better.

Job Overview

Key responsibilities:

New business

- Work with the Fundraising Manager to develop strategies which increase Become's visibility in the corporate space.
- Regularly conduct prospective supporter research, work with the Fundraising Manager to establish and grow the partnerships pipeline, and develop pitches to meet shared objectives.
- Build strong relationships with organisations that share our values.

Relationship management

- Craft engagement plans to deepen existing relationships and maximise fundraising.
- Provide excellent account management for partners, including regular and meaningful communication.
- Produce relevant, creative, and compelling proposals, reports and updates to keep our corporate partners motivated and engaged.
- Identify and execute creative ways to bring our work to life for funders.

General

- Accurate and timely data entry into our CRM/database (Raiser's Edge NXT).
- Occasional evening and weekend work, including representing Become at funder events, presentations, and other functions.
- Uphold Become's values at all times.
- Embed Equity, Diversity, and Inclusion principles into your work practices.

Who you are

Personal Qualities

- You are a people person and confident at building new relationships.
- You are proactive, think creatively, and take initiative.
- You want to grow as a charity fundraiser.
- You have a passion for Become's mission, vision, and values.
- You are committed to empowering young people and ensuring all fundraising communications place care-experienced young people at the heart.
- You understand the importance of Equity, Diversity and Inclusion and commit to helping create a culture with EDI at its heart.

Knowledge, experience, and skills

- Knowledge of Corporate Social Responsibility (CSR) and the ways companies want to engage with and support charities.
- Multiple years of experience of working in charity fundraising or private sector roles with clearly transferable expertise, such as sales or customer service.
- Strong presentation skills, with some experience of pitching for support.
- Excellent IT skills, including databases and full Microsoft Office package.
- Experience of writing persuasively for different audiences.
- Confidence working with numbers and data.
- Confidence speaking publicly to a variety of audiences.
- Ability to work on your own and as part of a team.
- An understanding and empathy with the issues facing children in care and young care leavers.