

Senior Corporate Fundraising Executive

Job advert, April 2024

Location: Hybrid – We have flexible working arrangements and you can choose to be office based, remote or hybrid, with days in London for team building and strategy on an ad-hoc basis.

Annual Salary: £37,512 to £40,638 depending on skills and experience

Length of contract: Permanent

Hours per week: 35

Reporting to: Director of Partnerships

Department: Partnership Fundraising – Corporates, Trusts and Foundations, and Statutory

Benefits: 25 days holiday a year (with an additional 3-5 days given when the office closes at Christmas); flexi annual leave; pension; additional 5% of salary for training

About Prostate Cancer Research

Prostate Cancer Research (PCR) is a research and information provision charity that is dedicated to improving and saving the lives of people with prostate cancer. Patients are central to everything we do and drive our work. We focus on four core programmes of work:

1. Academic and social research – We fund novel and innovative research projects at world-leading institutions that are working towards breakthroughs in the prevention, diagnosis and treatment of advanced prostate cancer, and better quality of life outcomes for patients. We ensure that our research is targeted to address patient need and research gaps to maximise our impact and reach better treatments for patients sooner.
2. Translational research – We set up Proven Connect, the translational research arm of PCR, to focus on ensuring more promising treatments get from lab to patient through bridging the gap between industry, investors, health providers and patients.
3. Patient information and empowerment – We acknowledge that research alone is not enough to achieve our vision. We involve, educate, and empower people affected by prostate cancer to enable them to play a more active role in driving forward changes in research, treatment and care.
4. Influencing – We seek to ensure greater equity of treatment and parity of care, and are working towards a world where no man is left behind, where prostate cancer is caught early and can be cured.

Over the last few years, we have successfully diversified our income streams, improving our capability of raising restricted funds for specific projects by focusing on Trusts & Foundations, Statutory, Corporates, and Major Donors. At the same time, we ensure that we have flexible and sustainable unrestricted funding through our Events & Community, Legacies, and Individual Giving. The target now, as part of PCR's Fundraising Strategy for 2021-26, is to grow our income year on year to £9.8 million by 2026. Since 2020, PCR has significantly increased its work with corporate partners and associated income. A core driver for this has been our collaboration with pharmaceutical, biotechnology and healthcare related companies.



Job description

We are looking for an experienced, dynamic and driven Senior Corporate Partnerships Executive to join our team in this integral and newly created role. The role will lead on identifying and securing collaboration and funding opportunities with both existing and prospective partners to develop and manage a pipeline of strategic corporate partners that align with PCR's mission and core programmes of work. We are looking for someone with demonstrable experience of developing and nurturing relationships with corporate partners, understanding complex issues and working with others to identify solutions, and producing compelling funding proposals in support of this work.

Key responsibilities

- Identify and nurture relationships with prospective corporate partners aligned with the mission and values of PCR.
- Develop and implement comprehensive partnership strategies to engage existing and prospective corporate partners.
- Work closely with PCR's delivery departments and other income streams to identify, develop and maximise income generation opportunities.
- Collaborate with internal stakeholders to create compelling funding proposals and presentations tailored to the needs and objectives of corporate partners.
- Lead negotiations and secure funding support from corporate partners for activities aligned with PCR's programmes of work.
- Effectively manage project monitoring and reporting for PCR's existing funded activities with corporate partners, including regular communication, reporting, and public recognition of contributions (as appropriate), working closely with PCR's delivery and communications teams.
- Stay informed of industry trends, corporate philanthropy initiatives, and relevant developments to inform partnership strategies and opportunities.
- Represent PCR at external events, conferences, and meetings to promote partnership opportunities and expand our network within the corporate sector.
- Database management to record pipeline and enable strategic planning against established KPIs and income targets.
- Support Director of Partnerships to monitor and report income performance to PCR's Board of Trustees.

Skills and experience

- Experience of identifying and securing at least five-figure income from prospective corporate partners, supported by detailed partnership plans.
- Experience of developing and managing at least five-figure partnerships with pharmaceutical and healthcare related companies is desirable.
- Experience of creating and organising supporter engagement events is desirable.
- Excellent and persuasive communication and interpersonal skills with proven ability to build and manage strong relationships with corporate partners.
- Demonstrated ability to think strategically, develop creative solutions, and deliver upon corporate partnership objectives.
- Experience of preparing compelling and persuasive funding proposals, presentations and reports.



- Excellent project management skills, with the ability to prioritise tasks, meet deadlines, and manage multiple projects simultaneously.
- Ability to work flexibly according to the demands of the role, including the potential for UK and international travel and attendance at events and conferences.
- A passion for securing funding that will help improve the lives of people with prostate cancer and a commitment to advancing healthcare through strategic partnerships and collaboration.

Application process

To apply, please submit your CV and a brief supporting statement (no more than two sides of A4) outlining your suitability for the role, your experience in corporate fundraising, and your motivations for applying.

There will be a two-stage interview process. The first interview will be online (via Teams), and the second will be an in-person interview at our offices in Holborn, London.

Closing date for applications: Monday 20th May