



Project Development Manager

We3can charity campaign: Brain Tumour Research, Leukaemia UK and Sarcoma UK

Job Title: Project Development Manager (Freelance)

Contract Type: Freelance agreement for 1 year with the option to renew

Salary: 60k pro-rata

Hours: 21 hours per week (3 days per week)

Reports To: Director of Fundraising and Communications at Sarcoma UK

Location: Hybrid

About us:

We3can is a collaboration between three cancer charities - Brain Tumour Research, Leukaemia UK and Sarcoma UK. We3Can is an ambitious collaboration of the three charities to fund research into prevention, treatment and cures for the most common childhood cancers: brain tumours, leukaemia and sarcoma. Its purpose is "Funding research into better, kinder treatments to help cure kids' cancer."

The three cancers it focuses on (brain tumours, leukaemia and sarcoma) make up 78% of all childhood cancers. The collaboration allows the three distinct organizations to come together with a single-minded vision to be louder, more powerful, reach more people, and fund more vital research.

The brand tone is ambitious, collaborative, rigorous, trustworthy, optimistic and resolute in pursuing a future without childhood cancer.

We3can is a joint initiative created by merging the efforts of three leading cancer in children's charities to maximize impact in fighting the most common types of childhood cancer through research funding and awareness.

Job Purpose:

The Project Development Manager will be the main point of contact for the collaboration. They will be responsible for implementing and delivering the project plan, monitoring, evaluations, reporting, all systems and processes, coordinating meetings, etc and for generating income through (mainly) Corporate partnerships but may include some Trusts and High Value individuals. These partners will be with organisations/individuals who would otherwise be outside the reach of any of the three charities individually.

Key Responsibilities:

Create systems and processes for administering and managing the functions of the partnership.

- Ensure regular project group meetings take place.

- Lead on the promotion of the brand and communications activities in conjunction with the communications experts on the project group.
- Monitor website and social media activity.
- Promote and implement activities to increase the profile of the collaboration.
- Identify, add and manage a pipeline of prospective funders.
- Develop and implement a strategic income generation plan to and achieve annual revenue targets.
- Use the data base to manage reporting, indicator evaluation and to manager GDPR, Gift Aid (where appropriate) etc.
- Regularly report against the agreed KPI's in the strategic income generation plan.
- Provide fortnightly written updates on activity.
- Identify and pursue prospective partners through research, networking and outreach.
- Develop tailored partnership proposals and pitches that articulate the mutual benefits to potential partners.
- Manage cultivation cycle - qualify, pitch, negotiate and close new business opportunities.
- Steward and renew existing partner relationships through exceptional account management.
- Work closely with the marketing team to develop co-branded campaigns, marketing assets and employee engagement initiatives.
- Track and report on fundraising activities including pipeline, projections and results.
- Develop fundraising marketing materials and content for website, social media, etc.

The person:

A highly motivated, organised, goal focused, self-starter with;

- 5+ years of corporate fundraising, sales and/or account management experience
- Proven track record of securing six-figure corporate sponsorships and partnerships.
- Experience of bid writing and supporter stewardship
- Exceptional written and verbal communication skills
- Ability to develop compelling fundraising proposals and presentations.
- Strong negotiation and relationship building skills.
- Entrepreneurial drive and commitment to achieving targets.
- Proficiency with Microsoft Office
- Sound understanding of fundraising compliance and best practices.
- Passion for we3can's mission to help kids with cancer.

Contact Details:

C/O Sarcoma UK, 17/18 Angel Gate, City Road London, EC1V 2PT
 fundraising@we3can.org.uk