



**Southampton
Hospitals
Charity**

Charity Registration Number: 1206909

Recruitment Pack

corporate fundraising officer

Welcome

from Chief Executive



Thank you for your interest in the role of Corporate Fundraising Officer. This is the first time that Southampton Hospitals Charity has recruited for this position, and it comes at an exciting time in the Charity's existence. I'm delighted that you may be considering making an application.

On the 1st of April 2024 the Charity went through a major organisational change, converting from an unincorporated charitable trust within the governance of University Hospitals Southampton NHS Foundation Trust (UHS) to an independent charitable company. In this new structure, we have moved all our people, assets, and systems outside of the NHS to be better placed to increase our impact and raise income substantially.

We are now looking to the future and the development of a new strategy to set out our vision for how we will grow our reach and impact and continue to deliver improvements to the care our local community receives. We raise funds to support our grant-making programmes which have the primary purpose of improving the care and experience patients receive when using the hospitals and services run by UHS.

We are seeking a highly motivated self-driven, and energetic individual to join our Fundraising Team as the Corporate Fundraising Officer. You will lead on fostering excellent working relationships with potential and existing corporate partners. You will need to work closely with the Philanthropy and Partnerships Manager to shape the plans required for the future.

The post holder will require a good knowledge of fundraising and considerable energy and enthusiasm that will inspire excellent relationships by increasing charity of the year partnerships and employee fundraising/giving. You will be target driven, proactive, a determined self-starter and thrive on working with a range of partners, encouraging them to choose Southampton Hospitals Charity as their preferred charity.

We are on a new and exciting journey and if you think you have the passion, the experience, and the skills to help us on our way, we'd be delighted to hear from you.

Ellis Banfield
Chief Executive Officer

About the Charity

Who we are

Southampton Hospitals Charity works to improve the care and services provided by University Hospital Southampton NHS Foundation Trust. We make grants to support with improving patient care, clinical outcomes, the hospital environment, and pioneering research.

Our incredible supporters enable us to make a difference to thousands of patients every year. Our mission is to raise funds to support world class healthcare at University Hospital Southampton NHS Foundation Trust, and we work to ensure that donations have a real impact for patients, staff, and families.

Our impact

Every year we fund projects that make a difference to patients and families. Over the past 18 months we have supported with a wide range of initiatives, including:

Providing £1.5m towards refurbishing our children's trauma and orthopaedic ward

We recently funded the refurbishment of a ward within the Children's Hospital here at UHS.

The unit is one of only two trauma units in the South of England and treats around 1,200 children every year, from broken bones to providing life-changing surgery, as well as caring for children with cerebral palsy and neuromuscular disorders.

It was originally built in the 1970's, and had not been fully refurbished since then. We provided funding for the dark and outdated ward to be transformed into a modern world-class facility. The unit has been fitted with a new ventilation system, hygienic wall cladding and flooring.

In addition to the new infrastructure the unit, our funding meant the ward now features six en-suite bathrooms, larger patient bays and pull-down carer beds, allowing parents to have a comfortable overnight stay next to their child.

Parents can also now enjoy access to a new parent's room, providing a space for them to relax, connect to other parents and rest, and the ward now benefits from a purpose-built rehabilitation room, a first of its kind for the unit where previous patients had to use a shared space.



Funding our arts in hospital programme

Our arts programme has been designed to help enhance patient care and wellbeing by bringing together a creative mix of live arts programmes and workshops for patients, the refurbishment of spaces within the hospital and on-site art exhibitions to improve the hospital environment, creating less clinical settings, and reduce anxiety.

We have introduced mental health art programmes for patients of all ages right across our hospitals, including our dementia wards and teenage cancer unit. These sessions have including music therapy, as well as creative art sessions using clay, paint, and print mediums.

These art packages are for patients interested in individual art activities, our long-term patients, or those who have been in isolation for a long period of time.

Another part of our art programme in hospital is creating a more pleasant and soothing environment for patients, visitors, and staff. Our goal is to reduce the clinical atmosphere by bringing art into the wards and units, transforming these spaces into a place for comfort and healing.

One recent project has seen the introduction of artworks into the Nuclear Medicine Unit. We have been able to purchase stunning pieces of art which we have combined with new wall vinyls and furniture across the waiting areas, scanner rooms, injection rooms, and blood test stations. By surrounding patients with beautiful and engaging artworks, we aim to alleviate their fears and promote a more positive healing experience.

Having these creative spaces is crucial to enhance patient care through the transformational power of art.



Delivering our carer support service across our hospitals

Southampton Hospitals Charity delivers a Carers Support Service for unpaid carers accessing our hospitals.

As a Charity, we are committed to supporting patients, their families, and their carers, and our carers service is at the forefront of this. We aim to work closely with carers, offering emotional support and being an advocate for their involvement during the stay of their loved ones in the hospital.

We offer practical and emotional support for patients and their carers which includes assessments, signposting, a weekly carers café and meal vouchers for those needing to stay overnight with their cared for person.



Job description

Job title: Corporate Fundraising Officer

Reports to: Philanthropy and Partnerships Manager

Direct reports: No direct reports

Role purpose

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Key tasks and responsibilities

- Proactively source, research and approach new corporates in order to achieve annual income targets with a focus on charity of the year partnerships, payroll giving, employee fundraising/ giving, peer to peer initiatives and marketing opportunities.
- Develop, implement, and sustain a dynamic corporate fundraising portfolio, maintaining a well-organised pipeline of funding opportunities.
- Devise and implement a long-term corporate fundraising strategy to cultivate and secure significant donations from new and existing supporters.
- Curate an excellent cultivation and stewardship journey in order to build and strengthen relationships and maximise income to meet agreed income targets.
- Attend and contribute to networking events, whilst actively organising events to foster relationships with new and existing corporate donors.
- Identify, pursue and make applications to corporate funding opportunities by aligning proposals with companies' ESG policies, emphasising shared values and potential partnerships.
- Develop creative fundraising campaigns and commercial sponsorship opportunities working with the events team to support with event costs.
- Work with the wider charity team to identify networks of prospective corporate partners and plan relationship building as most appropriate.
- Maintain precise and well-managed donor information in the organisation's database to facilitate efficient tracking and follow-up, and ensure records are kept up to date in a timely, accurate and consistent manner.
- Coordinate and organise corporate volunteering activities for our corporate partners.
- Organise events for, and with corporate partners to enhance engagement and visibility.
- Support the fundraising team with social media content ideas that highlight our activities and showcase the impact of corporate engagement.

Other

- To keep updated with guidance and best practice from the Fundraising Regulator and Chartered Institute of Fundraising.
- Work closely with hospital consultants and other individuals leading on approved projects to ensure a full understanding of the project that can be relayed back to both existing and potential corporate partners.

Person specification

Knowledge and experience

- Excellent IT skills including using Excel, Word, Outlook and PowerPoint as well as experience of administering and maintaining dedicated supporter CMS databases.
- Knowledge of a fundraising database and knowledge of fundraising regulations e.g. GDPR (Beacon used).
- Experience of collaborating with companies to encourage employee fundraising for charities.
- Ability to effectively work under pressure and manage conflicting priorities.
- Experience of working in corporate fundraising with a proven track record of at least 2 years' experience.

Skills, abilities, and behaviours

- Demonstrated ability to secure funds from new corporate partners, with experience in winning awards exceeding £10,000.
- Confident and skilled in delivering presentations to a diverse range of supporters, whether in groups, individually, in person, or remotely.
- Proven experience in crafting persuasive cases for support and donor updates that motivate giving.
- Excellent understanding of CSR, social value and employee engagement.
- Expertise in building and maintaining strong donor relationships to ensure sustained support.
- Strong writing skills for creating compelling cases for support and effectively presenting the organisation's work to potential donors.
- Ability to develop, analyse, and interpret budgets and financial information.
- Proficient in using databases for fundraising performance analysis.
- Excellent interpersonal and negotiation skills with the ability to motivate and influence people.
- Ability to build personal, meaningful relationships with colleagues, customers, supporters, and donors.
- Ability to adapt quickly and be solutions focussed.
- Ability to prioritise and manage a demanding workload and work on several priorities at once.
- Ability to work as part of team and to use own initiative.
- Knowledge and experience of using a CRM database (we use Beacon)
- Excellent communication skills with an ability to prepare and deliver compelling presentations and engage with a wide range of audiences.
- Excellent written communication skills with an understanding of how to tailor communications for different audiences/contexts.
- Self-driven and results orientated with a positive outlook and clear focus on supporters.
- Willingness and flexibility to attend charity events and fundraising events led by our corporate partners, some of which may fall outside of usual office hours.
- A full UK driving license and access to a car.

Terms of appointment and how to apply

Reports to: Philanthropy and Partnership Manager.

Salary: £30,000.

Hours: 37.5 hours per week.

Contract: Permanent.

Pattern of work: We offer hybrid working to provide flexibility for our staff. As part of this approach, the required time working in the office for this role will be dependent on contractual hours. For this role 3 days would be required in the office.

Place of work: Southampton General Hospital, Tremona Road, Southampton SO16 6YD.

Benefits of working here:

- Between 5% and 10% matched pension contribution.
- 27 days paid annual leave (plus bank holidays), pro-rata according to contracted hours.
- Generous enhanced maternity, paternity, and adoption leave schemes, alongside statutory entitlements.
- Access to Occupational Health support.
- Employee benefits package via Vivup.

How to apply:

For an informal discussion about the role please contact Sally Hillyear, Director of Fundraising and Marketing - sally.hillyear@southamptonhospitalscharity.org

To apply, please send the following to Alex West, Business Manager - recruitment@southamptonhospitalscharity.org

- Your CV (no more than three sides).
- A supporting statement (no more than two sides) that sets out why you think this role is the right move for you and how you meet the knowledge and experience criteria.

Closing date: We will view applications on a rolling basis.

Interviews: Thursday 19th December 2024.





University Hospital Southampton

At Southampton Hospitals Charity, we bring people together to raise life-changing funds for University Hospital Southampton.

From specialist services to pioneering research, our incredible supporters enhance care, experience and outcomes for thousands of patients each year. For more information or to make a donation, contact us on:



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Southampton Hospitals Charity

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Southampton Hospitals Charity UK



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