

## Senior Philanthropy and Partnerships Manager Recruitment Pack



**Reporting to:** Head of Philanthropy and Partnerships

**Location:** Hybrid role: Home working for the time being, with the provision for meetings in the office.

Office attendance encouraged on Mondays (nr Fenchurch Street, London)

**Employment type:** 28-35 hours per week, with flexible working considered, permanent

**Salary:** £40,000 FTE per annum

### About World Child Cancer

Over 400,000 children worldwide develop cancer each year. Childhood cancer is most often curable, with over 80% survival rate in high income countries. However, in many low-and-middle-income countries survival rates are often 25% or lower, with many children never even receiving a diagnosis. The main reasons for this discrepancy are children not being diagnosed, the lack of specialised healthcare staff and financial and emotional barriers preventing equitable access to treatment.

In response, in 2018, the World Health Organisation (WHO) announced the WHO Global Initiative for Childhood Cancer which aims to double the current global cure rate to 60% by 2030, saving an additional one million lives.

World Child Cancer's goal is to improve the chances of children with cancer to survive and thrive in low and middle-income countries. We currently work with local hospitals in 13 countries in Africa, Asia and Mexico to enable children with cancer to have equal access to the best possible treatment and care through awareness raising on signs of childhood cancer, providing financial, logistical and emotional support to address barriers to access treatment, training of healthcare workers and advocacy.

## Job Description

Job Title: Senior Philanthropy and Partnerships Manager  
Reports to: Head of Philanthropy and Partnerships

## Overview

The newly created Senior Philanthropy and Partnerships Manager role will lead on raising income from companies and philanthropists to help achieve World Child Cancer's mission. Working closely with the CEO, the Philanthropy and Partnerships team and the Programmes Team, you will research, identify, cultivate and steward potential funders, develop high quality proposals and report on achievements.

The post holder will be passionate about enabling children with cancer to have equitable access to quality treatment wherever they are born. We are looking for someone experienced in corporate and philanthropy fundraising, who is proactive, confident in engaging with high value funders, able to develop strong internal and external relationships, has strong verbal and written communication skills, a collaborative way of working and creative ways of thinking. An important part of the role will be to develop new business.

We are a small but ambitious and high performing team that contributes significantly to World Child Cancer's annual income of c. £2m. We believe there are many untapped opportunities in corporate and philanthropy fundraising, and real scope to grow these income streams.

## Key responsibilities

- To contribute to reaching or exceeding the Philanthropy and Partnerships income target.
- To develop and lead the implementation of strategic plans for corporate partnerships and philanthropy.
- To develop a range of benefits, products and engagement opportunities for high value funders.
- To undertake prospect research to identify new corporate and philanthropic funding opportunities.
- To work with the Charity's Trustees, colleagues and other key supporters to identify leads and connections.
- To proactively engage with and cultivate relationships with new funders and steward existing funders.

- To work with the charity's Programmes Team to identify relevant funders for priority projects and package these accordingly with robust proposals, monitoring systems and budgets.
- To create strong donor communications.
- To provide excellent account management and write update reports for some funders.
- To attend relevant networking events and meet with funders.
- To ensure all donor communications are logged on the CRM database (Raisers Edge).
- To comply with Fundraising best practice and any relevant legislation at all times.

### Person Specification

<b>Essential</b>
Educated to degree level or equivalent
A proven track record in corporate and major gift fundraising with evidence of successful solicitation of six figure gifts and multi-year gifts
Excellent relationship-building skills with the ability and confidence to interact with new and existing high value funders
Experience of successfully developing cultivation plans to engage new funders
Ability to research and identify potential new funders
Ability to translate complex, specialist information into accessible and compelling pitches, proposals and reports
Ability to help develop and monitor project budgets
Experience of working on multiple projects at the same time and cross-departmentally
A positive and collaborative team player
Ability to work on own initiative, prioritising workload with little supervision when needed
Passion to improve the lives of children with cancer
Understanding of project management
Flexibility to work out of usual working hours when required
Strong IT skills
<b>Desirable</b>
Experience of working in the international development sector
Experience of using networking events to prospect and steward funders
Experience with Raisers Edge or other CRM databases

### Terms of Employment

Hours: 28 to 35 hours per week

Location: Hybrid working, with 1 day per week in the office desirable in London, on Mondays

Contract: Permanent (after 6 months' probation)

Salary: £40,000 FTE (depending on experience)

Annual Leave: 25 days, 8 bank holidays and an additional day at Christmas

Pension: 8% employer contribution after 3 months (employee contributions optional)

Other: Opportunity to participate in the cycle to work scheme

### **How to apply**

To apply for this position, please email your CV and a supporting statement (maximum 2 pages) that addresses the “essential” criteria in the Person Specification to [domitille.delagorce@worldchildcancer.org](mailto:domitille.delagorce@worldchildcancer.org).

### **Timetable**

Closing date for applications: 13<sup>th</sup> May 2024

The successful appointment is subject to a satisfactory criminal records disclosure and written references, and verification that you are eligible to work in the UK.

If you have any queries, please contact Domitille de La Gorce, Head of Philanthropy and Partnerships, at [domitille.delagorce@worldchildcancer.org](mailto:domitille.delagorce@worldchildcancer.org)