

# Corporate Fundraising Executive

Full Time - Permanent - Hybrid/Flexible Working

Salary £23,000-£28,000\*

28 days leave

Pension



Roald Dahl's Marvellous Children's Charity provides specialist nurses and support for seriously ill children across the UK.

Our vision is that every child, young person, and family living with a complex and lifelong health condition in the UK, has the dedicated care and support of a Roald Dahl Nurse Specialist.

In this role, you will play a vital role in achieving our ambition as you work with and forge relationships with businesses and organisations to develop opportunity, incentivise fundraising and charitable giving, providing outstanding stewardship and relationship management to ensure lasting, mutually beneficial relationships and a healthy, robust pipeline of business opportunity to develop.

As well as being part of our incredible charity, helping us achieve marvellous things, you will enjoy being part of our busy, creative and ambitious team who embrace collaboration, will support you, develop you, share skills and celebrate your successes.

## KEY RESPONSIBILITIES

- Develop robust, mutually beneficial partnerships with businesses across the country.
- Create exciting fundraising plans and incentives to ensure engagement and participation in fundraising activity within businesses
- Maximise fundraising opportunities and deliver against fundraising targets
- Ensure ongoing stewardship and support for the businesses you work with, to maintain and grow the partnerships
- Pro-actively seek new business partnership opportunity
- Manage a pipeline of opportunity and actively demonstrate progression of partnerships through acquisition planning.
- Support the Corporate Partnerships Manager where required to deliver larger partnerships.
- Collaborate across the Fundraising and Communications team to develop a calendar of key corporate fundraising events, campaigns, and activity.
- Attend meetings with corporate partners and deliver presentations, feedback on fundraising outcomes, and communicate impact of support to staff at all levels.
- Present and pitch with confidence
- Create engaging assets and materials for charity partnership applications & proposals
- Work with the Programmes team to gather cause information, cases for support and beneficiary stories to support with fundraising applications, proposals, and impact reports.

## ABOUT YOU

### For this role, you must have:

- ✓ Experience of managing relationships
- ✓ Confidence to manage accounts and/or projects
- ✓ Excellent verbal and written skills
- ✓ Ambition and creativity
- ✓ The confidence to present and/or pitching to individuals
- ✓ Excellent attention to detail
- ✓ Ability to work under pressure and to deadlines
- ✓ The right to work in the UK

### It would be an advantage if you also had:

- ✓ Ability to manage budgets
- ✓ Experience of working with databases
- ✓ An appreciation of business need and
- ✓ Ability to work to deadlines
- ✓ Experience of working within the Fundraising or charity sector or similar



**Sound like you?** To apply, send us your CV and covering letter outlining your suitability to the role and motivation for applying to [recruitment@roalddahlcharity.org](mailto:recruitment@roalddahlcharity.org) or for an informal chat, contact Louise Wardle, Head of Fundraising and Communications at [louW@roalddahlcharity.org](mailto:louW@roalddahlcharity.org)

