

Job Description: Corporate Fundraising Development Lead

Reporting to:	Regional Fundraising Manager
Department:	Regional and Corporate Fundraising
Salary:	£31,717

Overview

One in five of us will be affected by disability at some point in our lives. For over 70 years, Leonard Cheshire have supported disabled people globally to live, learn and work. We're working hard to break down barriers that deny disabled people their basic rights.

An opportunity has arisen in our Regional and Corporate Fundraising team at an exciting time, having recently launched our Work for All initiative designed to support our corporate partners to be more inclusive and diverse employers.

In your role as Corporate Fundraising Development Lead, you will prospect corporate funders aligned to funding our Digital Inclusion, Education and Employment programmes. With the support of the Regional and Business Development Manager, the successful candidate will take the lead on developing fundraising proposals, pitches and bids for national corporate prospects based in London.

In addition to growing our corporate partnerships the role will also include an element of prospecting and grant management for London centric trusts.

To be considered for this role, you must be based in London or within a short commute. You will require a strong background in corporate fundraising and evidence of close working with programme teams to create funding bids. You should be a confident communicator, comfortable engaging with and influencing key stakeholders. You will play a pivotal role in raising invaluable funds to support the work of Leonard Cheshire through demonstrating an empathy with the values and ethos of the charity.

Purpose of the job

To support the Regional and Corporate Fundraising target by researching and following up on identified corporate partners in London to support the new business pipeline, and manage the design, content, and submission of the respective funding bids

Key responsibilities

1. Develop a Go Digital fundraising case for support and programme model funding for national corporate applications and adapt for regional corporates for the team to use.

2. Develop an employment case of support and programme model funding for national corporate fundraising
3. Identify research and qualify a London focussed corporate pipeline to support Go digital funding, Employment funding and unrestricted asks. To include both national and regional corporates.
4. Grant management of London trusts (e.g. Wimbledon foundation)
5. Identify London centric trusts to continue to support London Can Do

Person specification

- Prior experience of regional and corporate fundraising bid management
- Prior experience of programme design
- Communication and influencing skills, able to communicate with and motivate individuals/groups at all levels
- Able to engage with and influence key stakeholders
- Good planning and organising skills
- Good IT skills – intermediate MS Excel, Outlook, Word and presentation skills
- Use of CRM databases
- To have empathy with the values and ethos of Leonard Cheshire Disability

How to Apply

Please send your CV to Tim Barnes at Bamboo Fundraising Recruitment.

E: tim@bamboofundraising.co.uk

T: 0203 750 3111