

Corporate Partnerships Officer

Permanent

Our vision is to beat blood cancer—anything short of 100% survival is unacceptable. As a charity reliant entirely on voluntary income to fund our world leading blood cancer research and our patient services, we know we have to significantly increase our income to match our ambition.

We expect considerable growth over the coming years from our Partnerships and Philanthropy team. Trust Fundraising, Philanthropy and Corporate Partnerships are some of our biggest areas of potential growth, and they have the full support of our leadership team and trustees.

With a fresh focus on corporate, trust and major donor fundraising, and a new Chief Executive starting with us in September with a background in high value giving, this is an exciting time to join our team. You will join a friendly, warm and ambitious team, and support us to build our corporate partnership offer, and contribute to the strategy and direction of our fundraising.

Do you have experience working in a corporate partnerships team? Or are you looking to move into the field, building on your fundraising background? Either way, if you're excited by the idea of building relationships across sectors, creating compelling proposals and applications, and raising money to help beat blood cancer, this could be the job for you.

Bloodwise

Beating blood cancer since 1960

About us

We're the UK's specialist blood cancer charity and our vision is simple: we're here to beat blood cancer.

We fund world-class research; provide information and support to patients and their loved ones; and raise awareness of blood cancer. Since we were founded in 1960 we've invested almost half a billion pounds in ground-breaking research that has saved the lives of thousands of children and adults with blood cancer.

Where we've invested, survival rates and quality of life have improved. In 1960, surviving Childhood Acute Lymphoblastic Leukaemia (ALL) was almost unthinkable. Now, 9 out of 10 children survive this most common form of childhood cancer.

We've made a huge impact thanks to the money we've been able to invest because of our dedicated supporters and fundraisers, but there's still much more to do. Blood cancer is the 5th most common cancer and sadly it is the 3rd biggest cancer killer in the UK claiming more lives than either breast or prostate cancer.

Corporate Partnerships Officer

Salary: £25,851 – £30,595 (depending on experience)

Contract type: Permanent

Team: Partnerships & Philanthropy

Department: Fundraising

Location: Holborn, London

Corporate Partnerships Officer

Your job is to help us stop people dying from blood cancer, improve patients' quality of life and stop people getting a blood cancer in the first place.

As part of our corporate partnerships team, you will work closely with the Business Development Manager to identify and foster new corporate partners for Bloodwise. With a small but dedicated corporate partnerships team, our approach is to work smart and prioritise opportunities with clear and meaningful synergies with Bloodwise.

You will work both on one-off proposals like Charity of the Year (COTY) opportunities with set application criteria and deadlines, and on developing longer term strategic partners through careful research, relationship building and cultivation.

To do this, you will need to be a creative fundraiser who can build relationships easily and work strategically across the whole charity. We are looking for someone confident and engaging with an ability to balance long term projects and short term deadlines.

Our team is still relatively new, and this is an excellent opportunity for someone who wants to contribute to developing an effective new business strategy and help steer the direction of the team.

Corporate fundraising experience is desirable but not essential.

What you'll do

- Research, identify and engage prospects to generate new business opportunities
- Develop, prepare and deliver successful pitches and proposals
- Contribute to the new business strategy
- Work collaboratively across the charity
- Represent the charity effectively at corporate and networking events
- Monitor corporate partnership, commercial and CSR trends
- Contribute to the overall strategic development of the Corporate Partnerships team
- Establish a high level of knowledge and understanding of our work
- Keep the database and other reporting systems up-to-date and accurate

Key relationships

- Reports to the Business Development Manager
- Works closely with all other members of the Partnerships & Philanthropy team, and across the Fundraising department
- Works closely with Research and Patient Services teams
- Proactively engages with all Bloodwise staff and volunteers

Our kind of Corporate Partnerships Officer

- Has demonstrable fundraising experience
- Has excellent written and spoken communication skills
- Will relish networking and building relationships
- Is able to work well under pressure and is solutions focused
- Has a broad understanding of current trends in Corporate fundraising and Philanthropy
- Works well both within a team and by themselves with the ability to self-motivate
- Is committed to our vision, mission and belief

We'd like you to have as many of these as possible

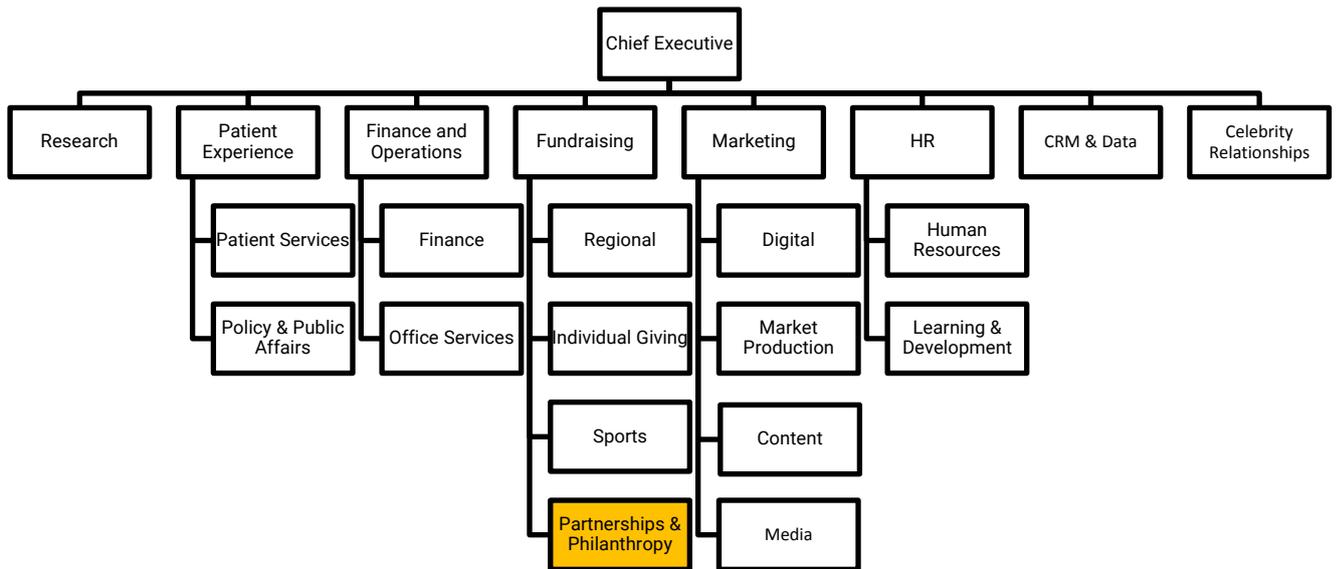
- Experience of working in a fundraising team, particularly corporate partnerships
- The ability to write and present compellingly, ideally with experience of creating proposals, applications and pitches
- Exceptional communication skills with the ability to build strong relationships both internally and externally
- A working knowledge of the principles of corporate partnerships with awareness and understanding of CSR environment and trends
- Experience of working effectively and collaboratively within a team
- Ability to think creatively and laterally

Things we all do

- Attend and assist at Bloodwise events and activities as required (NB this will occasionally involve evening and weekend work)
- Be an effective ambassador for Bloodwise at all times
- Develop an in-depth understanding of our work
- Do any other reasonable things your manager needs you to do

The team organagram

Now you have read about the role, to help you get a better feel of where it sits in Bloodwise here is a simplified organagram.



Shortlisting and interviews

Bloodwise is an equal opportunities employer and we are committed to ensuring all applications are treated fairly. All applications are subject to our shortlisting process; so if you're shortlisted we will contact you and invite you to attend an interview. We'll also tell you if there will be any skills tasks to complete as part of the recruitment process.

If you don't hear from us two weeks after the closing date, your application has not been successful.

For further information about us

See our website <https://bloodwise.org.uk/>

The good stuff working at Bloodwise

Apart from all the hard work we do, there are some excellent benefits to working at Bloodwise:

<p>Annual Leave</p> <p>Entitlement is 25 days per year rising to 26 days after 2 years' service then 27 after 4 years service; we will usually close the office between Christmas and New Year which our trustees gift as an additional holiday.</p>	<p>Personal Development</p> <p>Development is really important to us and there are a variety of options available to staff at Bloodwise.</p>
<p>Time Off In Lieu</p> <p>We strongly encourage everyone to help with some activities outside of normal working hours. For this you can earn and claim TOIL.</p>	<p>Interest free season ticket loan</p> <p>We pay for the ticket and you repay the money out of your monthly salary.</p>
<p>Pension</p> <p>When you join us we'll automatically enrol you onto our pension scheme, which is run by Aegon. This can be increased through length of service.</p>	<p>Childcare vouchers</p> <p>You can exchange money per month from your gross salary for childcare vouchers.</p>
<p>Employee Assistance Programme</p> <p>Offers support information, expert advice and specialist counselling to help you prepare for life's predictable milestones.</p>	<p>Ride2work scheme</p> <p>This allows you to obtain a new bike to use to ride to work. You can then repay it through your salary.</p>
<p>Life Assurance</p> <p>Although we don't like to think about it, should something happen to you while working for Bloodwise we have life assurance for staff.</p>	<p>Refreshments</p> <p>On each floor in head office there's a kitchenette with tea, coffee, sugar, milk and plates, bowls and cutlery.</p>

Our location

Our Head offices are located at [39-40 Eagle Street in Holborn, London WC1R 4TH](#); Holborn tube is the closest station, approximately 5 minutes from our offices.

