

Corporate New Business Development Manager

Location: Head Office, London, EC2A 2AH and home based (hybrid working)

Hours: Full-time - 35 hours per week (part-time hours, 28 hours per week, considered)

Have you a proven track record in securing new high value corporate partnerships? If so, please read on.....

The Sick Children's Trust is the charity that gives families with a seriously ill child in hospital a comfortable place to stay and a friendly ear to listen in one of our ten 'Homes from Home'. We have a well-established fundraising team covering a variety of income streams including corporate partnerships. We are looking to increase our high value corporate partnerships portfolio and have created a Corporate New Business Development Manager role to help us reach this objective.

The ideal candidate will have a successful fundraising record having created and managed multiple long-term corporate partnerships worth £50k+each per annum.

They will have a collaborative approach, sound decision making, and good communication and IT skills are a given for this role. Corporate partnership fundraising experience and skills will include:

- sound research of and well thought out approaches to new businesses
- systematic review of prospects to ensure progress to fully engaged partners
- delivery of engaging presentations and tailored packages
- management of successful long-term partnerships
- maximising income through multiple fundraising methods

If you wish to apply for this position please submit your CV and a covering letter stating why you wish to work for The Sick Children's Trust as the Corporate New Business Development Manager and how you meet the person specification.

Closing Date: 03 October 2021

We are reviewing applications as we receive them, so early application is advised.

We reserve the right to amend the closing date.