

Job Description

Senior Development Manager – Philanthropy & Partnerships

Reporting to: Head of Philanthropy & Partnerships

Line management responsibility: Senior Corporate Partnerships Officer

The Role

As our Senior Development Manager, you will have responsibility for securing income by generating new corporate and high-value partnerships. You'll actively target new partnership opportunities both directly and via our incredible network of supporters, identifying opportunities to raise Pancreatic Cancer UK's profile; and network internally and externally to identify potential leads and secure introductions.

Working closely with the Head of Philanthropy & Partnerships, the post-holder will be responsible for building the corporate prospect pipeline and developing new approaches to generate income for PCUK's vital research and support work. This role will actively target new partnership opportunities that can deliver staff engagement (e.g. charity of the year), cause-related marketing activities, strategic partnerships, and brand/media partnership opportunities among others.

This role requires strategic vision but also the ability to work as a hands-on member of the team, coaching and supporting colleagues to build their business development skills.

Main Responsibilities

- Lead on the development and growth of the corporate partnerships pipeline and portfolio, exploring networks and identifying/developing new ways to build support from this audience.
- Make effective and targeted new business approaches, networking internally and externally to identify/secure major (£100k+/strategic) partnership opportunities.
- Develop new high value fundraising products to engage new and existing supporters (e.g. ways to engage with Pancreatic Cancer Awareness month, a corporate product etc.).
- Work collaboratively cross-team to ensure all opportunities are maximised to drive prospecting and build our network
- Work in collaboration with colleagues from across PCUK to develop propositions and concepts, tailored to engage specific companies, in order to maximise success
- Develop engaging materials to support high value applications, proposals, pitches and cultivation activity, including high quality digital communications.
- Provide effective line management direction and support to the Senior Corporate Partnerships Officer, adhering to policies and people management processes.
- Work as part of the P&P senior manager group to take responsibility for the planning and delivery of key projects and strategic plan

- Build and retain a network of contacts across fundraising and the commercial world, keeping abreast of developments, new practices, and potential opportunities for PCUK.
- Ensure effective data management, meticulously logging all activity within PCUK's database (currently Raisers Edge).
- Comply with all relevant legislation including data protection.
- Undertake other tasks as required to support and contribute to the fundraising strategy and those of Pancreatic Cancer UK overall.
- Reflect the values of Pancreatic Cancer UK in all behaviour and activities.

About You

We're looking for someone who loves seeking out new opportunities, to lead our corporate and high value new business activity. As we set our sights on our new strategy period launching from 2023, we have big ambitions to grow income from corporate and high-value partnerships. This role is about exploring networks, scoping new ideas, identifying prospects, and bringing new Pancreatic Cancer UK supporters and partners on board. You'll need to be a pro-active self-starter who has the confidence and creativity to reach out to new prospects and engage them with our cause.

About Us

It's unacceptable that more than half of people diagnosed with pancreatic cancer die within 3 months. Survival rates have improved enormously for most cancers, yet for pancreatic cancer, this is not the case. And, with treatment and care affected by the pandemic, the situation has only got worse.

Pancreatic Cancer UK is a national charity dedicated to taking on this injustice using every possible means. We're supporting people with pancreatic cancer now, campaigning, and funding vital research to transform the future.

This role profile is not exhaustive and is subject to review in conjunction with the post holder and according to future changes/developments in the service.

Person Specification

Skills, knowledge, experience & qualifications	
Essential	
1	Understanding of business development processes and techniques, such as building a pipeline, cultivating relationships, securing new relationships.
2	Good understanding of the legal framework in which charities operate.
3	Excellent understanding of data protection legislation and how it applies to high value fundraising in practice.
4	The ability to work with autonomy; tenacious, self-motivated, and target driven.
5	Strong interpersonal skills – including the ability and confidence to network at a senior level, persuade and negotiate effectively.
6	Strong commercial skills with the ability to spot and generate new and creative opportunities to work with companies.
7	Strong communication skills (verbal and written) with the ability to build relationships and rapport with others.
8	Ability to understand and communicate complex information to a variety of audiences.
9	Good numeracy skills with experience of financial planning, budgeting and target setting.
10	Able to use Microsoft Office, Word, Excel, PowerPoint, Outlook to a competent level.
11	Organised and methodical approach to planning and delivering against a varied workload.
12	Demonstrable experience of generating leads from cold and warm approaches and successful targeting of key individuals within companies to open up partnership discussions.
13	Experience of working in a business development role, either in a charity or commercial environment.
14	A track record of securing five/six figure gifts from corporate funders.
15	Experience of developing partnership proposals, pitches and applications for a range of different companies.
16	Experience of working collaboratively with internal and external contacts to secure new introductions and gain insights.

Desirable	
1	Experience of using Raiser's Edge or similar CRM database to maintain records and produce reports.
2	Line management experience.

Personal Qualities and other requirements

- Commitment to our vision, mission and values: Determined, Compassionate, Pioneering, With Integrity, and to learning and development
- Commitment to health and safety, data protection, equality and diversity and safeguarding compliance and best practice
- Understanding and acceptance of Pancreatic Cancer UK's policy on the use of animals in research which is in accordance with the AMRC
- It is essential you have to have the right to work in the UK at the time of application
- Willing and able to work outside of normal office hours to represent PCUK and undertake fundraising activities.
- Willing to travel, with occasional weekend and evening working when required (time off in lieu will be provided).

A criminal record check is not currently required for this role.

May 2022