



**Brain Tumour
Research**

Together we will find a cure

Brain Tumour Research - Job description

Corporate Development Manager

Job Purpose: To own and develop our aspirational corporate fundraising proposition for Brain Tumour Research. To grow corporate income in order to deliver an annual £2,000,000 from corporate partnerships within five years.

Contract Type: Full Time (35 hours pw)

Reports to: Director of Income Generation and Development

Direct Reports: None

Location: Head Office, Milton Keynes. We offer hybrid working, employees have the flexibility to work from home up to two days per week.

Salary: C. £40,000 pa based on experience

Hours of work: Full time, 9am–5pm, plus reasonable flexibility around core hours necessary to perform duties, for example to attend fundraising events

We are looking for a dealmaker. An intelligent, focused and influential individual with a game-changing attitude, and:

- Proven experience of developing and delivering corporate income for the not-for-profit sector, encompassing both new business development and account management
- Varied experience of pipeline building and management
- A flair for writing pitches appropriate for a corporate audience
- Hands-on experience of cause-related marketing
- Knowledge of the corporate fundraising sector in the UK
- Outstanding communication skills, including an excellent standard of written English
- The confidence and ability to network extensively both on and offline
- A talent for public speaking and engaging audiences
- Experience in developing teams, managing and motivating staff and volunteers

Main duties include:

- Develop a new Corporate Fundraising proposition for the Charity in conjunction with the Director of Income Generation and Development
- Build loyalty with existing corporate relationships
- Develop a relationship management strategy to engage new corporate partners
- Refresh and implement the Charity's pitch to corporate partners, with particular attention to the Charity's unique research funding model
- Grow our corporate pipeline based on knowledge of the sector as well as publicly available data
- Prepare annual and long-term budgets for corporate fundraising, reporting on progress and providing forecasts
- Responsibility for corporate partners section of the website

General:

- Ensure that central administration systems in place at Brain Tumour Research are complied with and that all information relating to potential, current and previous corporate organisations is correctly recorded
- Ensure compliance with all relevant legislation, with the Code of Fundraising Practice, and with official guidance issued by the Fundraising Regulator and the Charity Commission
- Comply with Brain Tumour Research's internal policies as appropriate.
- Undertake any other reasonable duties as required by Management

How to apply: Please send your CV with a covering letter, demonstrating why you are a suitable candidate, how you could add value to our organisation and detailing your current salary to: workforus@braintumourresearch.org

Closing date: 6th July 2022