



Job Description

Title	Corporate Partnerships Manager
Report to	Executive Director
Salary	£33,000 - £35,000 per annum, depending on experience
Contract	Permanent
Hours	Full or part time (28 - 35 hours per week)
Annual Leave	25 days holiday plus 10 public holidays (pro rata)
Location	Home working Travel throughout the UK may be required

About Make 2nds Count

Make 2nds Count is a dynamic and growing organisation dedicated to giving hope to women and men living with secondary breast cancer.

We strive to do this by funding secondary breast cancer research which contributes to advancing an increased quality of life for patients. Our support programme has a focus on quality of life and helping patients by informing, sharing and offering practical advice & support. Education is an integral part in everything that we do and we aim to raise awareness of secondary breast cancer. We also empower patients through increasing their knowledge and understanding of research, treatments and options.

Make 2nds Count is supported by an enthusiastic and motivated group of individuals who help us make our vision a reality. From permanent team members, to dedicated volunteers, patient ambassadors and the dynamic board of trustees, our team is constantly evolving.

Secondary breast cancer, also known as metastatic, advanced or stage IV breast cancer, is a cancer that has spread beyond the breast to other parts of the body. Parts of the body affected are usually the bones, liver, lungs, brain or the skin. Secondary breast cancer can be treated but it cannot be cured. Treatments aim to control and slow down the disease to enable patients to have the best possible quality of life for as long as possible.

About the Role

We are looking for an experienced and dynamic Corporate Partnership Manager to lead and develop the charity's corporate fundraising strategy and build a strong support and partner network.

You need to have an excellent network of corporate funders and a proven track record of successfully bidding, winning and managing corporate fundraising partnerships. You will possess excellent communication and relationship building skills along with plenty of creative



ideas to engage potential partners and win pitches. You will have a high level of passion and enthusiasm in working with us to achieve our vision of giving hope to those living with secondary breast cancer.

Working closely with the fundraising team including Executive Director, Trust Fundraiser and Community and Events Fundraiser, the Corporate Relationships Manager will play a key role in raising our national profile by identifying opportunities for growing our income and awareness of the charity across the UK. In joining our forward thinking, informed and compassionate team, you will have the opportunity to make a real impact within Make 2nds Count and the secondary breast cancer community.

Duties and responsibilities

New corporate activity

- Prospect Identification and research including COTY and Commercial Participators
- Research and develop propositions to secure new corporate partnerships.
- Develop proposals and presentations for potential corporate partners
- Monitor sector trends and developments within corporate fundraising and input to community fundraising strategy planning.

Portfolio Management

- Build and manage your own portfolio of mid-high-level prospects and donors, building a robust prospect pipeline to support fundraising goals and objectives
- Deliver exceptional donor stewardship to new and existing corporate supporters to maximize income
- Encourage corporate and local business supporters to engage with Make 2nds Count's own events; including sponsorship, volunteering, gifts in kind
- Develop engaging fundraising campaigns and delivering high-quality, timely and personalised stewardship to recruit new and retain existing supporters
- Support the charity's Community & Events Fundraiser with promotion of Make 2nds Count own events and campaigns

Fundraising Management & Administration

- Work with the charity's marketing and communication teams to support fundraising communications with key stakeholders
- Provide regular prospect reports to the Executive Director
- Input into the preparation of financial budgets ensuring that there is an understanding of the risks and assumptions and that plans are updated at regular intervals in line with timescales and targets
- Ensure that an accurate record of all communications and donations from each donor is maintained on eTapestry and that contact details are always kept up to date.
- Keep abreast of current legislation, fundraising issues and market trends and developments within the corporate sector



Personal Profile

	Essential	Desirable
Educational/Professional Qualification		
Educated to degree level and/or significant relevant professional experience		•
Excellent communication skills (written and verbal) with the ability to present information clearly, construct persuasive cases and write compelling narratives	•	
Experience/ Specialist knowledge		
2 years' experience of corporate fundraising within the charity sector, health sector preferred.	•	
Demonstrable experience of achieving fundraising targets and delivering value for corporate partners and local business supporters	•	
Understanding of how to research, identify and develop new corporate support.	•	
Experience of managing partnerships, delivering exceptional donor journeys, and developing relationships to increase income and loyalty to the cause	•	
Experience of networking and business development	•	
Proven track record of meeting and measuring key performance indicators to meet and exceed income targets	•	
Experience of Google Workspace		•
Experienced in data collation and reporting	•	
Experience of using CRM database systems or similar software packages		•
Awareness of relevant legislation / Charity law relating to fundraising		•
Skills/Aptitudes/Potential		
Strong planning, organisational and administrative skills with the ability to manage multiple projects with overlapping deadlines	•	
Ability to present a compelling persuasive case for support	•	
Creative, with the ability to share ideas and work collaboratively	•	
Excellent written, typing and verbal communication skills	•	
Good organisational skills with an ability to priorities tasks	•	
Friendly, and able to manage existing relationships with funders and partner organisations	•	
Able to contribute to a professional, highly motivated and hard working team	•	
Flexible approach to work	•	



A positive, professional 'can do' attitude	•	
An understanding of the challenges that those living with stage 4 cancer face		•
Personal Circumstances		
Ability to work limited unsociable hours (approx. four weekends per year and four evenings per year planned well in advance)	•	

How to apply

- Please email your tailored CV (no more than two pages) with your covering letter outlining your suitability for this role to emma.hall@make2ndscount.co.uk
- You will find the full job description, person specification and our benefits on Make 2nds Count website.
- **Closing date is Friday 15 March**
- **Interviews will be held the week commencing Monday 25 March 2024** and we will contact all applicants as soon as possible after shortlisting for interview
- Please note your covering letter will be key to the success of your application
- We are a disability confident committed employer, please contact us if you would like to ask about our recruitment policy