



Children's Hospices Across Scotland

JOB DESCRIPTION – CORPORATE ACCOUNT SENIOR EXECUTIVE

PURPOSE

Lead on developing collaboration and funding opportunities with current corporate partners, managing a portfolio of strategic corporate partners.

KEY RESPONSIBILITIES

- To manage and grow relationships with established corporate supporters to build sustainable income generating partnerships raising in excess of £1million income pa. This will include giving from corporate foundations, charity of the year, cause related marketing, staff fundraising and GAYE.
- To support the Corporate Account Manager & Corporate Development Manager on the development and implementation of the corporate fundraising strategy and operational plans.
- To build effective internal and external relationships which maximise opportunity, income, in-kind donations and engagement for CHAS.
- Develop and implement comprehensive partnership strategies to engage existing corporate partners. Collaborate with CHAS teams to create compelling funding proposals and presentations tailored to the needs and objectives of corporate partners.
- To be part of pitch and project teams to secure funding from across the corporate fundraising mix, including longer term strategic relationships, charity of the year partnerships, sponsorship and cause related marketing campaigns.
- Work closely with the Corporate Development team on the development of new partnerships and to ensure a smooth transition from new business to account management. Create inspiring engagement opportunities and lead the development stage of new accounts through to implementation.

- Oversee all operational aspects of Corporate partnerships, including the delivery of employee supported volunteering, events, legal and financial implications of any partnerships.
- Research and keep up-to date on corporate fundraising trends, competitors' activity and benchmark to enhance capacity. Research and develop new fundraising initiatives, working across the Corporate Partnerships teams to promote and develop these to increase income and engagement.
- Monitor and report to Corporate partners on a regular basis with the view to growing the relationship, enhancing strategic opportunities and increasing engagement between the partner and CHAS
- Agree financial targets for individual accounts and constantly monitor these to ensure accurate reporting and delivery of these targets
- Represent CHAS at external events, conferences, and meetings to promote partnership opportunities and expand our network within the corporate sector

QUALIFICATIONS

- Degree qualified or equivalent

EXPERIENCE

- Experience of working in corporate fundraising, ideally in an account management or combined corporate fundraising team or significant experience of working in a commercial marketing/sales position in a client facing role.
- Experience of achieving and exceeding income targets or growing income.
- Experience on the development and delivery of compelling proposals, presentations and pitches.
- Track record of delivering major charity & corporate partnerships (£25k+)
- Experience of account management: developing, managing and growing new and established corporate accounts to generate sustainable income; including building relationships with senior level prospects and supporters.
- Experience of working as part of a team and enabling others to reach their objectives.

TECHNICAL SKILLS

- Ability to work independently within the role, under their own initiative and cooperatively as part of the Partnerships & Philanthropy team.
- Ability to make autonomous decisions, reviewing complex information to prioritise.
- Ability to prioritise and project manage multiple projects, ensuring all plans fit with CHAS and corporate partnership strategic goals.
- Skilled at identifying, developing and maintaining internal and external working relationships at all levels.
- Ability to represent CHAS to create strategic partnerships.
- Ability to persuade and influence staff and supporters.
- Ability to produce innovative, persuasive fundraising proposals.
- Highly developed communication skills, with ability to convey complex information and overcome barriers to understanding and barriers to giving.
- Ability to develop brilliant pitches and presentations and deliver these to external audiences.
- Ability to vary communication style (both written and verbal) to reflect the needs of the audience.

PERSONAL QUALITIES

- Excellent attention to detail
- Confident networking and public speaking
- Confident, outgoing, and engaging – a people person
- Ability to work as part of a team
- Reliable and self-motivated

Further details

Pension: Opportunity to join the Local Government Pension Scheme for Scotland, administered by Lothian Pension Fund. Generous employer contribution.

Location: Your base location could be Edinburgh or Glasgow. CHAS offers flexible and family friendly working, and are happy to discuss working arrangements that work for you!

Holidays: 35 days rising gradually to 40 days over 5 years service.