

## Job Description

Job Title: Corporate Fundraiser

Working Hours: 22.5 hours per week

Location: [Add Location Here]

Reports to: CEO

Salary: £31,500 pro rata

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## About Cancer Support Yorkshire

Join our mission to ensure no one faces cancer alone. For over 30 years, Cancer Support Yorkshire has been a vital source of comfort and support for individuals and families affected by cancer. Every partnership, donation, and event directly funds our essential services, from counselling to financial advice. This isn't just a job; it's an opportunity to be at the heart of our community, building relationships that change lives and offer hope.

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## The Purpose of This Role

Are you a dynamic, results-driven professional with a knack for building relationships? We're looking for a **Corporate Fundraiser** to be a key driver of our fundraising success. You will be accountable for meeting and exceeding fundraising targets, forging powerful, long-term partnerships that generate a sustainable income stream. As a member of the **Bradford Chambers of Commerce**, you'll have a powerful network at your fingertips to help you succeed from day one. Your mission is to proactively engage businesses across Bradford and Airedale, turning their generosity into tangible support for those who need it most.

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## Key Responsibilities: Make a Real Impact

### Strategy & Growth

- **Be a business development expert**, proactively seeking out and securing new corporate supporters while nurturing existing relationships.
- **Take ownership of income generation** and work with the CEO to develop and deliver on ambitious fundraising targets.

- **Lead the growth of our corporate fundraising income**, developing and implementing a strategy that excites, engages, and motivates businesses to get involved.
- **Leverage our extensive network** as a member of the Bradford Chambers of Commerce to build relationships and partnerships that will help you meet and exceed your targets.
- **Identify and secure high-value sponsorship opportunities** for our services and events.
- **Drive new partnerships** and maximize income from all corporate fundraising activities.

### **Relationship Management & Stewardship**

- **Cultivate a pipeline of supporters** through regular contact and exciting fundraising ideas.
- **Provide top-notch stewardship**, making every business feel valued and inspired to give more.
- **Represent Cancer Support Yorkshire** at networking events and presentations, sharing our mission with passion and purpose.
- **Recruit and support teams** participating in corporate events and challenges.

### **Operations & Administration**

- **Manage your time and costs effectively**, ensuring a strong return on investment for every activity.
- **Maintain meticulous records** on our database to track all corporate contacts, preferences, and donations.
- **Use targeted social media activity** to reach and recruit new corporate partners and event participants.
- **Raise awareness** of our work and the opportunities for businesses to get involved.

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### **The Ideal Candidate**

- **A proven background in a sales or fundraising environment is essential.**
- A proactive, results-driven professional with a passion for our cause.

- A natural relationship builder and networker with excellent communication skills.

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### General Expectations

- **Work in close partnership** with the Community Fundraiser, collaborating on projects and events to maximize fundraising opportunities and impact.
- **Be a flexible team player** ready to attend fundraising and other events, which may include occasional evening or weekend work.
- **Commit to continuous learning** by staying up-to-date with fundraising developments and sector best practices.
- **Be a confident and effective communicator**, able to build positive relationships with everyone you meet.

This is a chance to use your skills to make a profound difference. If you're ready to build impactful corporate partnerships that directly fund life-changing cancer support, we want to hear from you.

### PERSON SPECIFICATION

	Essential	Desirable
Corporate Fundraising Experience		Y
Excellent communication skills over the phone, by email and face to face with the ability to build rapport with people quickly.	Y	
Strong experience of planning and managing successful corporate events.	Y	
Proven experience of managing and delivering on given targets	Y	
Excellent track record in planning and managing projects from conception to completion.		Y

Comfortable with presenting to groups.	Y	
Driven, hungry to succeed and can work on own initiative.	Y	
Thrives from exceeding targets.	Y	
Proactive and motivated with the ability to motivate and inspire others.	Y	
Experience of recruiting and managing volunteers for corporate fundraising activities		Y
Computer literate with a good working knowledge of Microsoft Office, Excel and social media. Confident with using and updating databases.	Y	
Highly Organised.	Y	
Engaging and creative approach.		Y
Flexible, enthusiastic and be a good team player.	Y	
Ability to drive with use of own car.		Y
Commitment to Cancer Support Yorkshire's vision, mission and values.	Y	