



FUTURE DREAMS

SUPPORT . AWARENESS . RESEARCH

FOR THOSE TOUCHED BY BREAST CANCER

HEAD OF CORPORATE PARTNERSHIPS JOB DESCRIPTION

THE ROLE

Full Time. 9am to 5pm. Monday to Friday. Flexibility is required around the needs of the Fundraising team for which time off in lieu is given

Location: Future Dreams House, Kings Cross (Hybrid, min three days in office)

Salary: £55,000 FTE

Reporting to: Director of Fundraising

Are you an experienced fundraiser and leader with an expertise in corporate partnerships? We are seeking an ambitious, curious and creative individual to play a critical role in securing and managing high-value corporate partnerships (with circa 20% income increase next year) in support of our ambitious plan for growth. This role involves identifying potential corporate partners, developing compelling proposals, and nurturing relationships to ensure long-term, mutually beneficial partnerships. You will also be working closely with the Director of Fundraising, embracing trends to future proof the Future Dreams Fundraising Strategy in an ever changing digital landscape, as well as putting in place the tools and processes to help us manage a diverse fundraising portfolio.

Future Dreams is a pioneering breast cancer charity committed to delivering psychological, practical and emotional support to those diagnosed with the disease throughout the UK. We also raise awareness of the importance of early detection and diagnosis through our breast health masterclasses, equipping individuals, institutions and corporates with knowledge of signs and symptoms of breast cancer. Our work also funds groundbreaking research into secondary breast cancer, pushing the boundaries of innovation in breast cancer care and prevention. At the heart of our mission is Future Dreams House in Kings Cross, the UK's only dedicated breast cancer support centre, offering nationwide assistance both in person and online through a comprehensive programme of support services, community meet-ups and 1-2-1 sessions with specialist breast care nurses, counsellors and therapists to further our vision that nobody faces breast cancer alone, or without hope.

KEY RESPONSIBILITIES

1. Partnership Development:

- Identify and research potential corporate partners that align with Future Dreams' mission and values.
- Develop and implement strategies to approach and secure new corporate partnerships.
- Craft tailored proposals and presentations to effectively communicate the benefits of partnering with Future Dreams.
- Designing and managing campaigns and communications to leverage corporate donations via our donor management platform (Donorfy).

Future Dreams Breast Cancer Charity
61 Birkenhead Street, London WC1H 8BB

REGISTERED CHARITY NUMBER 1123526



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2. Relationship Management:

- Build and maintain strong, long-term relationships with corporate partners.
- Act as the main point of contact for corporate partners, ensuring their needs are met and their contributions are recognised.
- Regularly update partners on the impact of their support and opportunities for further engagement.

3. Fundraising and Revenue Generation:

- Set and achieve ambitious fundraising targets for corporate partnerships.
- Negotiate sponsorship packages, cause-related marketing agreements, and other partnership opportunities.
- Monitor and report on partnership performance, ensuring revenue and engagement targets are met or exceeded.

4. Collaboration and Coordination:

- Work closely with the marketing, communications, and the wider fundraising team to develop integrated partnership strategies.
- Coordinate with internal stakeholders to deliver partnership activities, including employee engagement and fundraising events.
- Ensure compliance with all relevant regulations and ethical standards in fundraising.

5. Innovation and Continuous Improvement:

- Stay informed about trends and developments in corporate fundraising and CSR.
- Continuously seek innovative ways to enhance partnership offerings and engagement.

QUALIFICATIONS AND SKILLS

- Proven experience in corporate fundraising or business development preferably within the charity sector and with clear routes/contacts to potential partners
- Experience of a Donor Management Platform (Future Dreams uses Donorfy)
- Excellent communication and interpersonal skills, with the ability to build and maintain strong relationships.
- Strong negotiation and influencing skills.
- Creative and strategic thinker with the ability to develop compelling partnership proposals.
- Ability to work independently and as part of a team, managing multiple projects and deadlines.
- Strong analytical skills and ability to report on partnership performance.
- Passionate about Future Dreams' vision, mission and values.

BENEFITS

- Competitive salary and benefits package, including 25 days holiday, three additional days during over Christmas and New Year and one faith day.
- Annual eye checks for all employees and annual mammograms for all employees over the age of 40
- Flexible working arrangements.

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- Supportive and collaborative team environment.
- Professional development opportunities.
- Office lunch and employee wellbeing classes

HOW TO APPLY

Interested candidates should submit a CV and cover letter detailing their experience and suitability for the role to Suzanne Brennan suzanne@futuresdreams.org.uk Deadline: Monday 2 December 2024.

Interviews to be held from 9 December 2024

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