



Join our team!
**Corporate
Fundraising
Manager**



**Glasgow
Children's
Hospital
Charity**



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Overview: Corporate Fundraising Manager

Reporting to

Head of Fundraising & Events

Salary

£31,000- £38,000 per annum

Hours

Full time,
35 hours per week

We will consider alternative flexible arrangements where required

Status

Permanent (6 month probation)

Holidays

25 days plus 10 bank holidays (pro rata)

Location

Hybrid, working between our Glasgow office, hospital sites, the community and from home

The Corporate Fundraising Manager will play a key role in building strong partnerships with businesses and organisations that share our vision.

You will develop and deliver innovative fundraising initiatives that engage, excite, and motivate corporate supporters to help make a real difference in the lives of young patients across Glasgow and the West of Scotland.

This is a high profile, high impact role for someone passionate about making a tangible difference. Someone who wants to see their creativity, strategic thinking, and relationship building skills directly improve the lives of children and their families.

To apply, please email your CV and cover letter to caroline.young@gchc.scot

Job Description

The Corporate Fundraising Manager will be at the heart of turning corporate generosity into life-changing support for the children and families cared for by the Glasgow Children's Hospital Charity Group.

This role is about creating meaningful partnerships with businesses and organisations that share our vision, inspiring them to make a real difference in the lives of young patients across Glasgow and the West of Scotland.

You will develop and deliver innovative corporate fundraising initiatives, identify new opportunities, and build lasting relationships that grow sustainable income for the charity. As a key member of the Fundraising & Events Team, you will shape campaigns that engage, excite, and motivate corporate supporters while showcasing the impact of their generosity across our group structure which includes Glasgow Children's Hospital Charity, Crosshouse Children's Fund, Crossbasket House and HiScotland.



Key Responsibilities

- Identify, cultivate, and maintain relationships with businesses and organisations to secure long-term support across the group structure.
- Create innovative corporate campaigns, events and programs that enhance engagement and generate income.
- Attend networking events to meet prospective partners and promote the work of Glasgow Children's Hospital Charity and its subsidiaries.
- Work with the Head of Fundraising & Events alongside the Head of Partnerships & Business Development, to develop corporate fundraising strategies aligned with the group structure's priorities and growth targets.
- Management of corporate budgets, ensuring ambitious goals are consistently met or exceeded.
- Ensure excellent stewardship and communication to develop long lasting relationships with corporate donors, supporters and event partners while utilising the Raiser's Edge CRM.
- Create and deliver a new business prospect timeline and submit partnership applications and business tenders.
- Develop a sponsorship pipeline to source and secure event sponsorship.
- Ability to sell opportunities for attendance at our portfolio of events.
- Develop funding proposals for businesses, promoting projects and services of all charities within the group structure.
- Research and pursue innovative corporate giving, sponsorship, and partnership opportunities, including CSR initiatives.
- Plan and deliver corporate engagement events, briefings, and presentations to showcase the charity's work and impact.
- Proactively communicate the charities current initiatives and funding requirements to supporters and organisations, turning awareness into tangible impact even in opportune moments.

Key Responsibilities (cont.)

- Track the success of corporate fundraising activities and use findings to inform future strategy including the development towards a high-value partnership via the Head of Partnerships and Business Development.
- Line management responsibility- teaching and development of the junior team member.
- Support the retention of volunteers by ensuring their experience is rewarding, positive, and impactful.
- Collaborate with the Marketing Team on the production of materials and supporter stories.
- Represent the charity externally, advocating its work and raising awareness among corporate audiences.

Additional Responsibilities

- To be committed and adhere to Glasgow Children's Hospital Charity's vision, mission and values.
- To actively consider professional development and determine training needs.
- To provide cover, if required, at the various charity locations including the Fundraising Hub located at the Royal Hospital for Children, Glasgow, and Crossbasket House, and temporary trading locations.
- To maintain and develop good working relationships with the Fundraising & Events Team and to be a support to the team members.
- To maintain and develop good working relationships with other members of the wider organisation.
- To represent any area within the Glasgow Children's Hospital Charity Group at external meetings and events, with these not necessarily taking place during core working hours.
- Any other relevant duties as may be required by the Head of Fundraising & Events.



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Person specification

Who we're looking for

Essential Criteria

- Minimum of 3 years experience in a similar corporate fundraising role.
- Experience of creating, implementing and delivering income generating initiatives across corporate fundraising.
- Experience of working on donor acquisition initiatives.
- Experience of building long lasting supporter relationships.
- Experience of managing budgets.
- Experience of writing fundraising and partnership proposals.
- Excellent communication skills and presentation skills.
- Ability to manage a wide range of projects, prioritise workload and meet deadlines.
- Ability to adopt a flexible approach in response to new challenges.
- Flexibility and willingness to attend events outside normal office hours.
- Competent level IT skills (full Microsoft Office Suite)
- Full UK driving license with access to own vehicle
- Willingness to drive the charity van
- A Disclosure Scotland check will be carried out under the Protection of Vulnerable Groups (PVG) Scheme- it is therefore essential that any criminal convictions are disclosed.

Desirable Criteria

- Familiarity of the work of Glasgow Children's Hospital Charity.
- Experience working with a fundraising CRM database, specifically Rasier's Edge.
- Experience working with volunteers.



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Benefits

Working with us

We care about our team and have a range of financial and work-life benefits that make Glasgow Children's Hospital Charity a great place to work, including:

- Benchmarked, competitive salary
- 5% employer pension contribution
- Blue Light Card discounts
- Flexible working policy
- Enhanced maternity pay (after 2 years)
- Employee Health Plan including counselling support, personal accident cover, financial support for optical, dental and chiropody treatments and Bike 2 Work scheme
- 10 public/ bank holidays each year
- A bonus day off on your birthday
- Time off in lieu (TOIL) for additional hours worked at events and out-of-hours support
- Generous leave policies, including sick leave, 'other leave' and the ability to buy and sell annual leave
- Continued professional development including training, membership of professional bodies and progression opportunities