LOROS
Hospice Care for Leicester, Leicestershire & Rutland

SELECTION CRITERIA

POST: **Corporate Partnerships Officer**
DEPARTMENT: **Fundraising Department**

	Essential Criteria	**Desirable Criteria**	**How & When**
Education / Qualification	• Educated to A level standard or equivalent.	• Educated to degree level or equivalent experience • Member of the Chartered Institute of Fundraising	Application Form Certificates
Skills / Abilities	• Excellent relationship-building and networking skills. • Presentation skills. • The ability to prioritise effectively and simultaneously manage multiple deadlines. • Excellent communication skills. Ability to communicate clearly, effectively and concisely both verbally and in writing. • Ability to understand and manage financial information. • Excellent attention to detail and accuracy. • Confident and persuasive verbal communicator, able to represent LOROS to a wide range of audiences. • Proficient in Microsoft office packages including Word, Excel, Powerpoint and Outlook.	• Strong negotiation and influencing skills. • Experience of developing partnership propositions. • Competent in CRM/database systems.	Application Form Assessment Centre
Experience	• Experience in corporate fundraising, partnership development, business development or account management. • Demonstrable experience of proactively building positive working	• Marketing research experience and/or qualification. • Experience working within the charity, healthcare or hospice sector.	Application Form Assessment Centre

	relationships with internal and external contacts. • Experience of managing and stewarding multiple stakeholder relationships. • Demonstrable experience in a fundraising and/or commercial role, preferably in an income generating role. • Experience of managing a diverse workload and working under pressure		
Knowledge	• Understanding of relationship fundraising and supporter stewardship principles. • Understanding of corporate social responsibility (CSR), ESG and business partnership engagement. •	• Knowledge of fundraising regulation, Institute of Fundraising best practice and GDPR within a fundraising environment. • Understanding of the local business landscape across Leicester, Leicestershire and Rutland • Knowledge of hospice care and the role of charitable income in supporting hospice services	Application Form Assessment Centre
Personal Attributes	• Passionate about the work of LOROS and committed to delivering excellent supporter experiences. • Proactive, self-motivated and results-focused • Collaborative approach with the ability to build effective relationships across teams • Willing and able to work flexibly to meet operational and organisational needs	• Personal experience of supporting or volunteering for a charity. • Interest in developing a career in fundraising and partnerships	Application Form Assessment Centre