



SELECTION CRITERIA

POST: Corporate Partnerships Manager
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 strategic partnership propositions. - Competent in CRM/database systems.	Application Form Assessment Centre
Experience	- Significant experience in corporate fundraising, partnership development, business development or account management. - Demonstrable experience of proactively	- Marketing research experience and/or qualification. - Experience working within the charity, healthcare or hospice sector. - Experience of	Application Form Assessment Centre

	building positive working 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	managing employee fundraising, Payroll Giving and corporate volunteering programmes. • Experience of recruiting, managing and supporting volunteers	
Knowledge	• Understanding of relationship fundraising and supporter stewardship principles. • Understanding of corporate social responsibility (CSR), ESG and business partnership engagement. • Knowledge of pipeline management, income forecasting and performance reporting	• 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.	Application Form Assessment Centre