



*Being there for you
and your family*

JOB DESCRIPTION

JOB TITLE: Corporate Partnerships Manager

BASE: LOROS Hospice, Groby Road, Leicester

RESPONSIBLE TO: Interim Head of Fundraising & Supporter Engagement

HOURS OF WORK: 32 hours worked flexibly

JOB SUMMARY:

Strategic, multi-year partnerships are a key growth area for LOROS and an important source of unrestricted and designated income, supporting the charity's long-term financial sustainability. As Corporate Fundraising Manager, you will lead the development of strategic corporate partnerships, secure new business opportunities, and deliver exceptional stewardship to existing supporters.

Working collaboratively across Fundraising, Supporter Engagement, Events, and Marketing & Communications, you will build and grow a strong pipeline of corporate prospects, develop compelling partnership opportunities, and strengthen relationships that deliver meaningful impact for LOROS. Through excellent relationship management and a supporter-centred approach, you will inspire organisations to support hospice care across Leicester, Leicestershire and Rutland while driving sustainable income growth and long-term partnership value.

Specific Duties and Responsibilities

- Support the Interim Head of Fundraising in delivering the fundraising strategy, with a particular focus on securing and growing multi-year corporate partnerships, strategic business support, company giving programmes, and appeals that generate sustainable income.
- Identify, develop and secure innovative sponsorship and partnership opportunities that align with LOROS' strategic objectives, producing high-quality proposals, presentations, pitches and funding applications that maximise income and long-term value.
- Research, identify and cultivate a strong pipeline of prospective corporate supporters capable of delivering high-value, multi-year partnerships, sponsorships and philanthropic support.
- Lead on the acquisition, development and stewardship of corporate partnerships, building a network of influential business relationships that enhance income, engagement and advocacy for LOROS.
- Work collaboratively across Fundraising, Marketing & Communications, Supporter Engagement and Events to maximise opportunities for corporate involvement and deliver a seamless supporter experience.
- Utilise the full portfolio of LOROS events, campaigns and engagement opportunities to recruit, engage and steward corporate supporters, encouraging long-term commitment and deeper partnership involvement.
- Oversee and grow key corporate fundraising initiatives such as, Corporate seasonal campaigns and events (e.g. Treecycle) Payroll Giving (Give As You Earn), Charity of the Year partnerships, sponsorship, gifts in kind, employee fundraising, corporate volunteering

- Deliver exceptional relationship management, ensuring all corporate supporters receive tailored stewardship, clear impact reporting and meaningful opportunities to engage with the work of LOROS.
- Monitor and evaluate partnership performance, identifying opportunities to increase income, deepen engagement and maximise lifetime value.

Recruitment and Stewardship of Supporters

- Deliver exceptional supporter care across all communication channels, including telephone, email, written correspondence and face-to-face interactions, inspiring individuals and organisations to support the work of LOROS.
- Actively promote and showcase the impact of LOROS through hospice tours, presentations, networking events and supporter engagement opportunities.
- Develop and nurture relationships with businesses and key stakeholders across Leicester, Leicestershire and Rutland, expanding LOROS' network of supporters and strategic partners.
- Identify and create opportunities to engage prospective supporters, converting interest into meaningful and long-term support.
- Represent LOROS professionally and confidently in a variety of formal and informal settings, acting as an ambassador for the charity and its values.
- Attend and participate in networking events, supporter functions and partnership meetings, including occasional evening and weekend commitments, to maximise engagement and income-generating opportunities.

Planning, Reporting and Communication

- Develop and maintain a robust corporate fundraising pipeline, providing accurate income forecasting, opportunity tracking and clear visibility of future income, alongside ambitious yet achievable growth targets.
- Contribute to the ongoing development of LOROS' corporate fundraising strategy by maintaining a strong understanding of fundraising, CSR and partnership trends, and identifying opportunities to grow income and engagement.
- Line manage, support and develop the Corporate Partnerships Officer, fostering a high-performance culture and enabling them to achieve objectives and realise their career aspirations.
- Lead the planning and delivery of corporate fundraising activity, ensuring projects are supported by clear objectives, budgets, timescales, risk assessments, engagement plans and evaluation measures.
- Monitor, analyse and report on fundraising performance, using data and insight to inform decision-making, maximise return on investment and ensure resources are used effectively.
- Maintain accurate and timely records on the CRM system, ensuring all supporter interactions, income and partnership activity are recorded in line with organisational procedures, GDPR requirements and fundraising best practice.
- Produce regular performance reports and updates for the Head of Fundraising, providing insight into pipeline development, income performance, partnership outcomes and future opportunities.
- Recruit, manage and support volunteers involved in corporate fundraising activities, ensuring they feel valued, engaged and equipped to act as ambassadors for LOROS.
- Work collaboratively across teams to ensure effective communication, consistent supporter journeys and the delivery of an outstanding supporter experience.

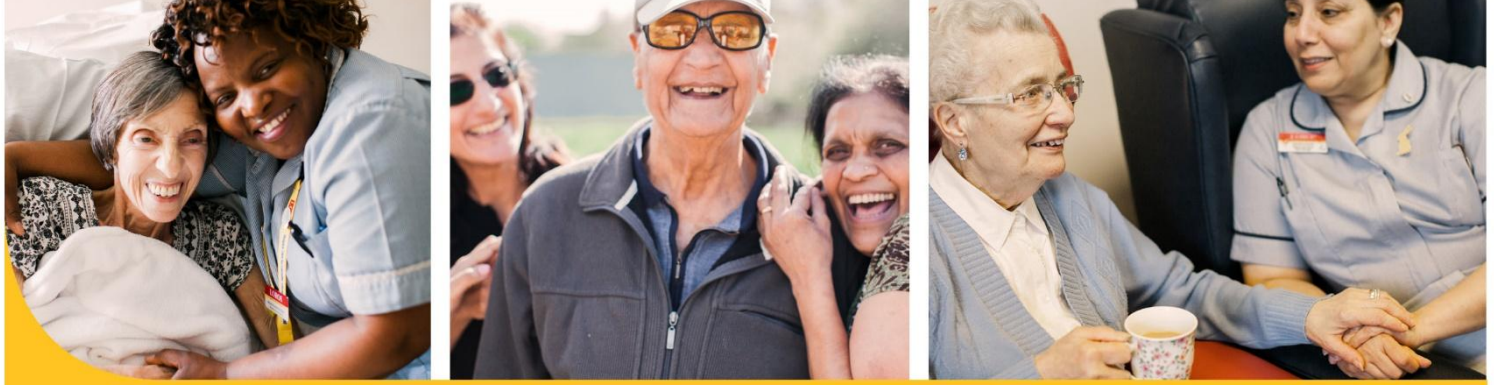
Collaboration and Wider Organisation

- Contribute to the achievement of agreed income and activity targets for Corporate Fundraising, the wider Fundraising team, and the Income Generation Directorate.
- Work collaboratively with colleagues across LOROS to identify, shape and develop compelling partnership opportunities that support organisational priorities and deliver mutual value.
- Foster strong cross-team relationships, sharing knowledge, expertise and best practice to promote continuous learning, effective teamwork and high performance.

- Work closely with Marketing & Communications to develop integrated campaigns, maximise publicity opportunities, celebrate partnership successes and enhance the profile of LOROS and its supporters.
- Build strong relationships with clinical teams, hospice staff and volunteers to deepen understanding of LOROS' services and effectively communicate the impact of corporate support to donors and partners.
- Willing and able to work flexibly to meet operational and organisational needs
- Champion an inclusive and accessible approach to fundraising, ensuring opportunities to engage with LOROS are welcoming, relevant and accessible to diverse communities across Leicester, Leicestershire and Rutland.

Other Duties and Responsibilities

- Effectively manage and prioritise workload to deliver objectives, making appropriate use of LOROS' flexible working arrangements and maintaining a healthy work-life balance.
- Promote and uphold LOROS' commitment to safeguarding, ensuring the welfare of vulnerable adults, children and young people is protected in line with organisational policies and procedures.
- Demonstrate the highest standards of professionalism, integrity and ethical fundraising practice, acting at all times in a manner that reflects the values and reputation of LOROS.
- Support the planning and delivery of fundraising, stewardship and engagement events, including occasional evening and weekend working where required.
- Act as an ambassador for LOROS, fostering positive relationships with supporters, volunteers, colleagues and external stakeholders.
- Undertake any other duties commensurate with the level and responsibilities of the role, as reasonably required.



Our vision and mission



Vision

(Our long term aspiration for our society)

Everyone with an incurable illness has the right to excellent care. This should value and respect their uniqueness and their own choices. People should be enabled to live and die with dignity and with appropriate and compassionate support for themselves and their loved ones.



Mission

(Our goals and activities in working towards our Vision)

LOROS is a charity whose aim is to enhance the quality of life of adult patients with cancer, progressive neurological conditions and end-stage organ failure for whom curative treatment is no longer possible. Patients are treated at the Hospice and in the community based upon clinical need, regardless of background and the ability to pay.

LOROS specialises in holistic, multidisciplinary care, focused on the whole person and including family and carers. The care given takes into account the patients' physical, psychological, social and spiritual needs as well as their own choices. Family members are supported in adjusting to loss and bereavement.

LOROS contributes to the education and training of its own and other health and social care professionals and of volunteers. The charity is also committed to research in order to improve the understanding and practice of palliative care.

loros.co.uk

Registered Charity No: 506120

LOROS

Hospice Care for Leicester, Leicestershire & Rutland

Being there for *you*
and *your family*



Our values and behaviours



Professional

Showing respect to patients and families, as well as members of our community, staff and volunteers.



Focused

On exceptional quality service and support for patients and families whilst listening, learning and adapting to their diverse needs.



Collaborative

Working together as colleagues and with local, regional and national partners to grow meaningful relationships and achieve sustainability.



Compassionate

Showing kindness, discretion and sensitivity as we care for our patients, families, our community, staff and volunteers.



Trustworthy

Be honest, reliable and consistent, showing respect and dignity in everything that we do.



Accountable

To our patients, their families, our community, staff, volunteers and external organisations/bodies.

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