



## SELECTION CRITERIA

**POST: Strategic Partnerships Co-ordinator (Corporate)**  
**DEPARTMENT: Fundraising Department**

	<b>Essential Criteria</b>	<b>Desirable Criteria</b>	<b>How &amp; When</b>
<b>Education / Qualification</b>	GCSE grade C or above or equivalent in Maths and English  Full UK driving license and access to a vehicle	Certificate or Diploma in Fundraising or equivalent	Application Form  Certificates
<b>Skills / Abilities</b>	Excellent communication skills; both written and oral  Confidence in dealing with people and organisations  Confidence in presenting to a variety of audiences  Relationship building and stewardship skills  A self-starter who can work on their own initiative  Excellent organisational skills  Prioritising skills  An excellent telephone manner	Negotiation and influencing skills  Database management and manipulation	Presentation  Interview  Application Form  Assessment Centre
<b>Experience</b>	Proven track record of achievement against targets/budgets  Proven success in identifying and developing new business prospects  Previous fundraising, stewardship or account management experience	Experience of budgeting and reporting  Previous experience of B2B relationships and/or corporate fundraising methods/strategies  Member CIOF or equivalent professional body	Application Form  Assessment Centre  References
<b>Knowledge</b>	Proficient in Microsoft office packages including Word, Excel, Powerpoint and Outlook  Knowledge of CSR strategies	Knowledge of LOROS and the wider Hospice sector  Knowledge of Raisers Edge or other CRM system  Knowledge of local companies and organisations, including LOROS' existing partnerships  Knowledge of the Fundraising Code of Practice	Application Form  Assessment Centre

		Current LOROS Fundraising Initiatives including Legacy Giving	
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