

**RAINBOWS HOSPICE FOR CHILDREN AND YOUNG PEOPLE  
PERSON SPECIFICATION**

**Partnerships Development Manager**

<b>Essential</b>	<b>Desirable</b>
GSCE'S or equivalent	Certificate in Fundraising or Marketing Qualification Or a Degree
<p>Knowledge required:</p> <p>An in-depth understanding of fundraising from Corporates and HNWI's</p> <p>A good understanding of fundraising within the voluntary sector</p>	
<p>Experience Required:</p> <p>Demonstrable track record in corporate fundraising specifically in securing partnerships that result in five figure sums .</p> <p>Experience of identifying new commercial and strategic partnerships that drive income, influence and awareness</p> <p>A demonstrable track record in developing and managing a pipeline</p> <p>Experience of setting budgets, managing and achieving KPIs/Targets</p> <p>Experience in project management, reporting and analysing results</p> <p>Experience of working in a customer/volunteer focused environment</p> <p>Experience of Developing and delivering supporter journeys to a very high standard.</p>	
<p>Personal Qualities Required:</p> <p>A strategic thinker, who can help drive forward and deliver our new partnerships strategy to deliver significant corporate partnership income growth</p> <p>A networker and a relationship builder who</p>	

<p>loves to collaborate internally and externally</p> <p>Excellent influencing and networking skills</p> <p>Excellent relationship building and interpersonal skills.</p> <p>Goal orientated, passionate and results driven</p> <p>Ability to communicate powerfully and creatively</p> <p>Strong organisational, planning and prioritisation skills</p> <p>Proactive, with a can do attitude</p> <p>High levels of emotional intelligence</p>	
<p>Other</p> <p>Full UK driving licence and use of a car enabling travel across the East Midlands on regular basis</p> <p>Able to work from home and to access the hospice at Lark Rise as required</p> <p>The post holder will be required to work outside normal office hours when required.</p>	