

## Addenbrooke's Charitable Trust (ACT)

### JOB DESCRIPTION

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| <b>Job Title:</b>  | <b>Senior Philanthropy Lead – Cambridge Cancer Research Hospital</b> |
| <b>Department:</b> | <b>Fundraising</b>   |
| <b>Hours:</b>      | <b>37.5 hours per week</b>   |
| <b>Term:</b>       | <b>Full time, permanent</b>  |
| <b>Reports to:</b> | <b>Director of Fundraising</b>                                       |
| <b>Salary :</b>    | <b>£55,000</b>   |

### A little bit about us

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Addenbrooke's Charitable Trust (ACT) is the dedicated NHS charity for Cambridge University Hospitals. Cambridge University Hospitals is a family of hospitals comprising Addenbrooke's and The Rosie (maternity hospital). As part of the NHS, our hospital delivers expert care for patients – locally, regionally and nationally – while our vibrant teaching community equips and empowers doctors for the future. The hospital also contributes to some of the most important biomedical research in the world today. Charitable donations fund high-tech equipment, specialist staff, extra comforts and vital research to find potential cures and help save lives locally, nationally and worldwide.

### Our hospitals provide emergency, medical and surgical care – locally, regionally and nationally

- Addenbrooke's provides emergency, surgical and medical care for local people and is also a regional centre of excellence for specialist services such as organ transplantation, neurosciences, paediatrics and genetics.
- Based on the same site, The Rosie is a women's hospital and the regional centre of excellence for maternity care. It has its own theatre suite, fetal assessment unit, ultrasound department and neonatal intensive care unit.
- The hospital is a leading national centre for specialist treatment in organ transplantation, cancer, neurosciences, paediatrics rare conditions and genetics
- The hospital has an ambitious capital projects programme with a dedicated Children's Hospital and a Cancer Hospital due to open on the Cambridge Biomedical Campus in 2025

### Our charity

- ACT is an NHS charity dedicated to supporting innovation in patient care across Cambridge University Hospitals
- Whether it's treatment for an emergency, acute condition, pregnancy or long term illness, we believe that every patient deserves the highest quality of care available.
- Thanks to the immensely generous support of our donors, Addenbrooke's and the Rosie hospitals can provide a level of patient care beyond that which can be delivered by NHS funding alone and make projects happen sooner or to a greater degree than might have otherwise been possible.
- Charitable donations fund capital projects, equipment, specialist staff, extra comforts and vital research to find potential cures and help save lives locally, nationally and worldwide.
- Our organisational values are: Supportive, Innovative, Ambitious and that we ACT with Integrity.

### A brand new facility: Cambridge Cancer Research Hospital

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Together Cambridge University Hospitals and the University of Cambridge are building a brand new dedicated Cancer Research Hospital, due to open in 2025.

**“Cambridge Cancer will rewrite the story of cancer; it will bring together world-class clinicians from Addenbrooke's Hospital with cutting-edge Cambridge research and industry, enabling early detection of cancer and delivering bespoke, precision treatments that will radically improve patient outcomes.**

Cambridge Cancer is uniquely poised to radically transform patient care delivering hope and better health outcomes for millions of people across the globe. We will bring together clinical expertise at Addenbrooke's Hospital with world-class scientists across the Cancer Research UK Cambridge Centre and the University of Cambridge and locate them in the

heart of our clinic and hospital spaces – literally bringing the bench to the bedside. This will dramatically transform our ability to beat cancer, saving millions of pounds of public money in the process. By uniting experts in biological and physical sciences with cutting-edge mathematical and computational ability we create a critical mass of cancer expertise – and deliver real benefits straight to patients at our one-of-a-kind cancer research hospital. Together we will accelerate the detection of the disease and lead the way in precision medicine. Together we will set the standard nationally and internationally.

Cambridge Cancer will be situated on Europe's leading biomedical campus – home to some of the largest and most influential international biomedical organisations. We'll use real-time data from patients actively receiving treatment, not only to deliver personalised precision medicine tailored to their DNA, but also to inform future care for generations globally. In our new 24,500sq m building we'll combine a first-class NHS hospital with two new institutes dedicated to fulfilling the extraordinary opportunities and ambitions set out in the Government's Life Science Strategy and the NHS Long Term Plan. This provides an outstanding environment to deliver ground-breaking research focussing on cancer prevention, early detection and novel treatments.

**“Patients will get the best possible care in an NHS setting, but they will also benefit from the great science that is ongoing. “As things are invented in Cambridge, they are likely to be the first to access and benefit from them, both in terms of early detection as well as integrating investigations and the first-in-human treatments.”**

## **The role and your team**

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We are looking for an exceptional major gifts fundraiser to lead the private phase of our fundraising campaign to build a new Cancer Research Hospital in Cambridge - due to open in 2025. You will lead our multi-million pound appeal to build the new hospital. This target is currently being tested with potential external major donors. An element of this target will be raised through the public appeal.

We are looking for someone who will champion the Cancer Hospital, focusing on cultivating new major donor prospects, and the associated engagement strategies this entails. You will have the ambition to create momentum for the campaign, ensuring supporters engage with it and donate at significant levels.

We are also running a capital campaign for a new Children's Hospital, due to open at the same time. Our ambition is to raise £100M for the Children's Hospital in collaboration with the University of Cambridge and other partners. We are looking for an exceptional individual who can make Cancer a success, while collaborating with colleagues who are fundraising for Children's so we achieve the best result for our hospital and our donors.

You will find yourself working with inspiring clinical teams; from nurses to matrons, surgeons and consultants – to senior hospital leaders and Trustees.

You will have shared admin support from the Capital Campaigns co-ordinator.

## **Key responsibilities**

- Working with the Director of Fundraising and key hospital stakeholders to develop and deliver the Cancer Hospital Campaign plan following the fundraising and prospect study commissioned by ACT.
- Deliver a fundraising campaign to achieve a £10-15M target in the given timescale. (Target to be set after feasibility work is complete)
- Work in collaboration with the University's Development Office, Cancer Hospital Delivery Board and other parties to execute the joint fundraising strategy for the campaign
- Work closely with senior volunteers, high profile figures and Clinicians to secure donations and engage with their networks of potential prospects and donors.
- Lead approaches to individuals, corporates and grant-making trusts in consultation with the Director of Fundraising. This will involve a sustained programme of meetings with potential donors, writing high quality, compelling proposals and leading them through a clear engagement and solicitation process with integrity and discretion to secure significant gifts.
- Develop a personalised stewardship programme for each donor working in collaboration with the relevant ACT teams.
- Communicate a compelling story to current and prospective donors about the impact of the campaign. Help to develop this narrative and work with other teams to ensure that it is shared and disseminated as widely as possible.
- Set income and expenditure budgets, ensuring both are met
- Oversee the production of regular reports and communication of progress both internally and externally.
- Ensure Fundraising Regulation and GDPR compliance

## Person Specification

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|----------------------------------|---|
| <b>Essential</b>                 | <ul style="list-style-type: none"> <li>• Significant experience of working in a major gifts role, soliciting six and seven figure gifts</li> <li>• Excellent interpersonal skills and highly skilled in building relationships with different stakeholders</li> <li>• Good level of competency in Word, Excel, Power Point and relational databases.</li> <li>• Excellent networker and creative relationship builder</li> <li>• Confident communicator, with excellent written skills (applications, proposals and impact report writing)</li> <li>• Independent, resilient and creative!</li> </ul> |
| <b>Desirable – not essential</b> | <ul style="list-style-type: none"> <li>• Experience of working on a capital campaign</li> <li>• Experience of working in healthcare</li> <li>• Experience of project planning</li> </ul>  |

### What will I be expected to achieve in my first 6 months?

1. Refine and implement the fundraising strategy
2. Develop a priority prospect list, and engagement strategies for those prospects
3. Meet and develop relationships with the project team
4. Become fluent in the project and passionate about the cause, able to articulate the need with compelling stories

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| <b>Who will be my Line Manager</b>           | Director of Fundraising   |
| <b>What team will I be part of?</b>          | Fundraising Team          |
| <b>When will the interview take place?</b>   | tbc                       |
| <b>If I get the job what will I get paid</b> | £55,000                   |
| <b>When might I start?</b>                   | Position open from (asap) |

*The job description outlines the duties required of this post to indicate the level of responsibility. It is not a comprehensive or exclusive list and duties may be varied from time to time which do not change the general character of the job or the level of responsibility outlined*

**We are running an open recruitment process and will move to interview with candidates as soon as suitable applications are received.**

**Addenbrookes Charitable Trust is an equal opportunities employer actively working towards a diverse workforce. We therefore positively encourage applications, regardless of age, race, religion & belief, gender, gender reassignment, sexual orientation, marriage & civil partnership, pregnancy & maternity or disability.**