

Addenbrooke's Charitable Trust (ACT)

JOB DESCRIPTION

Job Title:	Senior Philanthropy Lead – Cambridge Children's Hospital
Department:	Fundraising
Hours:	37.5 hours per week
Term:	Full time, permanent
Reports to:	Head of Campaign – Children's Hospital
Salary :	£55,000

A little bit about us

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.

Cambridge Children's Hospital – A whole new way of caring from children and young people

The brand new Cambridge Children's Hospital will be for every child and young person in the East of England. Combining mental and physical health care, with a University of Cambridge research facility embedded within, our hospital will bring a whole new approach to child health.

Embedded with genomic and psychological research, we will take care of the whole child with no distinction between their physical and mental health. Rather than simply examining their illness, clinicians will look at the whole picture, creating healthy foundations for every child's whole life. We will focus on prevention and detecting illnesses as early as possible – even preventing them altogether. In addition to delivering biomedical expertise within the hospital, local community care will impact children throughout the wider region. We will also use technology to treat more children at home.

The East of England is the only region in the UK without a purpose-built children's hospital.

We have a unique opportunity to create a pioneering new facility, to treat young people in a whole new way. Established by Cambridge University Hospitals NHS Foundation Trust, Cambridge and Peterborough NHS Foundation Trust and the University of Cambridge, it is a partnership which brings together unrivalled clinical and academic knowledge. Situated in the centre of Europe's leading Biomedical Campus our work will inform and change the way healthcare is delivered across the rest of the UK and the world.

In January 21 we appointed architects and in March, we announced the Cambridge Children's Hospital Campaign, heralding the start of the active fundraising phase. We have developed a strong brand and messaging framework for the campaign including collateral and website. Please visit www.cambridgechildrens.org.uk to find out more about our world leading project.

The aspiration is to raise £100M in collaboration with the University of Cambridge.

The role and your team

We are looking for an exceptional major gifts fundraiser to seek and grow relationships with those individuals who can help us to build a new Children's Hospital in Cambridge – due to open in 2025 – and support us beyond the life of the campaign. We have recruited a Campaign Board, a network of senior volunteer ambassadors all over the East of England and built an excellent team of fundraisers. The opportunities are amazing and you will be joining an exciting, challenging and rewarding place to work.

As Senior Philanthropy Lead you will focus on cultivating new major donor prospects, developing loyal relationships, and ultimately securing financial support for the Children's Hospital. You will be talented at spotting opportunities as they arise, highly motivated and professional, with the ambition to create momentum for the campaign ensuring supporters engage with it, receive compelling propositions and stewardship journeys.

Our ambition is to raise £100m for the Children's Hospital in collaboration with the University of Cambridge and other partners. We are also running a capital campaign for a new Cancer Hospital, due to open at the same time. We are looking for an outstanding individual who can help make Children's a success, while collaborating with colleagues who are fundraising for Cancer 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 Head of Campaign and key hospital stakeholders to develop and deliver the Children's Hospital fundraising plan.
- Develop strategies and plans to raise funds to meet the fundraising plan.
- Work in collaboration with the University's Development Office, Children's Hospital Delivery Board and other parties to execute the joint fundraising strategy for the campaign.
- Cultivating, soliciting and stewarding major donors and potential donors in support of the campaign and the wider priorities of the charity.
- 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 and corporates in consultation with the Head of Campaign. 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

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

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

1. Take on a portfolio of major gifts prospects and start to cultivate relationships with them
2. Meet and engage with new prospects referred by the Campaign Board or volunteers; new business focus to securing gifts
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

Who will be my Line Manager	Head of Campaign – Cambridge Children’s Hospital
What team will I be part of?	Fundraising Team
When will the interview take place?	tbc
If I get the job what will I get paid	£55,000
When might I start?	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.

Addenbrooke’s 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.