

Job Description

Job Title:	Partnership Development Manager
Location:	Rowcroft Hospice
Reporting to:	Philanthropy and Engagement Manager
Job purpose:	Our Vision is to make every day the best day possible for patients, and those closest to them, living with life-limiting illnesses in South Devon. As Partnership Development Manager, you will drive the growth of Rowcroft's corporate and community partnerships, proactively identifying and securing new opportunities to maximise income. You will be responsible for selling a range of fundraising products, ensuring they are positioned effectively to potential supporters. With a strong focus on new business development, you will work to expand Rowcroft's network of corporate and community supporters, driving activity to meet agreed targets.

Our Values:

Honesty & Integrity Generosity of Spirit Respect Team Player

Key Roles and Responsibilities

1. Partnership Development

- Identify, secure, and develop new partnerships with businesses, community groups, and other key stakeholders.
- Develop compelling proposals and pitches, ensuring a tailored approach to maximise income and engagement.
- Work collaboratively with internal teams, including Marketing and Communications, to create impactful partnership campaigns and opportunities.
- Actively promote and sell all Rowcroft fundraising products and events, ensuring they reach the right audiences and drive participation.
- Ensure legacy giving is promoted to relevant audiences.

2. Community, Corporate and Challenge Event Fundraising Management

- Support the development of community, corporate and challenge event fundraising campaigns and initiatives that drive participation and income.
- Ensure best practice in fundraising approaches, engagement, and stewardship for corporate and community supporters.
- Create and implement fundraising products tailored to businesses and community groups to encourage long-term involvement.

3. Targeted Activity and Development Focus

- Be accountable for meeting activity-based targets, ensuring a proactive and structured approach to partnership development.
- Develop a strong pipeline, ensuring fundraising products and partnership opportunities are effectively promoted and converted into secured support.



4. Monitoring and Reporting

- Track and report on activity and income generation, providing insights and recommendations for continuous improvement.
- Monitor the effectiveness of partnerships and fundraising activities, adapting strategies to enhance performance.
- Ensure compliance with fundraising regulations and best practice, upholding Rowcroft's reputation and integrity.

5. Take reasonable care for your own safety and the safety of others. Adhere to all Health & Safety requirements, including Covid-19 secure processes and procedures.

6. Promote a culture of continuous learning and development and wellbeing. Identify your own learning and development needs and ensure your mandatory and essential training is up to date. Help to create an environment that is continually critically questioning practice and promoting learning.

This list can never be exhaustive but covers most of the work you'll be doing - always with talent, initiative and a commitment to great customer service.

Infection Prevention

All Rowcroft Hospice employees in both clinical and non-clinical roles are required to adhere to the Infection Prevention and Control Policies and make every effort to maintain high standards of infection control at all times to reduce the burden of Healthcare Associated Infections including MRSA.

You agree to the following responsibilities:

- To decontaminate your hands prior to and after direct patient care or contact with the patient's surroundings.
- To take part in mandatory infection control training provided.
- To responsibly manage your own infections (other than common colds and illness) that may be transmittable to patients, including to contact Occupational Health for guidance.

Place of Work

This role has been identified as an on-site worker (works at a Rowcroft site for the majority of their working time).

This will be fully discussed and agreed with the postholder to meet individual and business needs.



PERSON SPECIFICATION
Partnership Development Manager

Attributes	Essential	Desirable
Qualifications and Training	<ul style="list-style-type: none"> • Experience in fundraising, partnerships, or business development. 	<ul style="list-style-type: none"> • Formal qualification in fundraising, marketing, or business.
Knowledge and Skills	<ul style="list-style-type: none"> • Ability to build and nurture relationships with corporate and community partners. • Strong proposal writing and pitching skills. • Excellent communication and networking abilities. • Strong organisational and strategic thinking skills. 	<ul style="list-style-type: none"> • Knowledge of CRM systems for supporter engagement.
Experience	<ul style="list-style-type: none"> • Proven track record in developing and managing partnerships. • Demonstrable success in business development, sponsorship, or corporate fundraising. 	<ul style="list-style-type: none"> • Experience in delivering sales-based targets. • Experience in charity or voluntary sector.
Personal Requirements	<ul style="list-style-type: none"> • Ability to work flexibly, including attending events outside of normal hours. • Ability to travel around Rowcroft's catchment area. • Leadership through creative problem solving, a positive can-do attitude and a willingness and desire to ensure all who come into contact with Rowcroft have the best possible experience. • Proven ability to be part of a committed and hardworking team in line with the ethics and values of Rowcroft Hospice, acting in the best interests of Rowcroft at all times. 	<ul style="list-style-type: none"> • Willing and able to volunteer for at least one Rowcroft event each year.

