



## Job Description

<b>Job Title:</b>	Trusts and Foundations Fundraiser
<b>Reports to:</b>	Head of Income & Marketing
<b>Location:</b>	London SE1 / Home
<b>Salary:</b>	Competitive
<b>Contract:</b>	Permanent
<b>Hours:</b>	Full Time

### Background and purpose

We are the only UK-wide charity and **free** membership organization for everyone affected by a genetic bleeding disorder. We aim to empower people affected by a bleeding disorder to live life to the fullest; offering support, including events and local groups, the latest news and in-depth information resources, and campaigning and advocacy to demand the best possible care, safe and effective treatment, and equitable access for everyone affected by a bleeding disorder.

There are over 4,500 members of the Haemophilia Society, including people and families living with bleeding disorders, as well as healthcare professionals. The charity's supporters help fundraise the costs that are vitally needed to be able to offer membership – and services such as events and printed publications – entirely **free** to all members.

More than 36,000 men, women and children in the UK have a diagnosed bleeding disorder, and this number rises every year.

### What we do:

#### Support each other

We understand each other. We offer advice and support from personal experience. Our growing community is there for each other because we're in it together.

#### Raise awareness

We rally together because every little thing we do makes a difference and gives hope to people living with a bleeding disorder.

#### Make a lasting difference

We influence and advocate on what matters to our community. Health and social care policy, access to treatment and much more.

### What we offer:

Competitive Salary

Generous Pension Contribution

Agile Working

25 days holiday (pro rata) plus an additional day for each year of service up to 5 years

Well located office very close to Borough Market.



## About the role

In this key role, you will be instrumental in developing relationships and securing new funding through new partnerships with a range of Trusts and Foundations at a local, regional and national level.

You will maintain and build on current funding partnerships, and support the Head of Income and Marketing to develop both Trust and High Value Partnership strategies. You will have a lead role in securing new income from higher-value, multi-year partnerships which cover both core, unrestricted funding, and specific projects i.e. THS's youth programme.

This is an exciting time for The Haemophilia Society. In November 2021, we launched our new 3-year strategy, along with a refreshed brand which better reflects our mission, values and ambitious plans. We are a small team of passionate, hard-working people with a diverse range of interests and experiences.

**Job Purpose:** To maximise income for The Haemophilia Society by developing and managing relationships with charitable Trusts and Foundations.

## Key responsibilities:

- Work collaboratively with THS's delivery teams to research, identify and develop funding opportunities which contribute to THS's strategic objectives
- Write creative, compelling funding applications
- Research and identify Trust and Foundation funding opportunities and work collaboratively with THS's programme team to develop compelling proposals in line with their revenue and development needs.
- Develop and manage THS's existing Trust and Foundation portfolio, engaging our partners through excellent grant management, and securing new funding. This includes growing our small Trust programme.

## Activities

### Research:

- Research and identify new Trust prospects, to grow the existing Trust portfolio and develop a new business pipeline
- Collaborate with the programme team to match delivery plans with grant opportunities
- Keep abreast of fundraising trends, new funder networks and partnerships.
- Travel, within Covid-19 restrictions and guidelines, to facilitate project visits with Trust funders

### New business:

- Develop and submit compelling funding bids for Trusts and Foundations, focusing on securing new multi-year grants above £10k.



- Secure core and restricted funding, to support THS's ambitious plans for growth across all areas of the organisation.

#### Grant Management:

- Lead on developing and securing relationships with both new and existing Trusts, via stellar grant-management.
- Work closely with delivery teams to ensure the achievement of agreed delivery budgets and objectives.
- Provide updates, where appropriate, of activities and expenditure to funders, utilising creative approaches to reporting.

#### **What we are looking for:**

- Ability to craft written proposals to a high standard, which tells the story of what we do and why.
- Ability to present information concisely, including presenting complex medical information in a way that is accessible and clear.
- Demonstrable experience of securing funding from Trust and Foundation sources, and a proven track record of managing grants on behalf of a charity.
- Outstanding written and communication skills.
- The ability to form new relationships, both internally and externally, to support income growth from Trust and Foundations.
- Experience of utilising a range of tools to secure new funding from Trusts.
- Knowledge of Raiser's Edge, SharePoint, and MS Teams, or similar remote working communication and management systems.
- Experience using MS Office Word and Excel.
- A commitment to THS's ethos, values, and mission.

**The Haemophilia Society is an equal opportunities employer.**