



Job title	Senior New Business Manager
Directorate	Philanthropy & Partnerships
Accountable to	Associate Director of Philanthropy and Partnerships
Responsible to	Head of Corporate Partnerships

About us

The Royal Marsden Cancer Charity raises money solely to support The Royal Marsden, a world-leading cancer centre. We ensure our nurses, doctors and research teams can provide the very best care and develop life-saving treatments, which are used across the UK and around the world.

From funding state-of-the-art equipment and ground-breaking research, to creating the very best patient environments, we will never stop looking for ways to improve the lives of people affected by cancer.

We are a very ambitious organisation which has gone through transformational growth over the past five years. Alongside funding an existing programme of world-leading research, treatment and care, the Charity has recently completed its largest capital appeal to date, successfully raising £70 million to build the Oak Cancer Centre at the hospital's Sutton site.

We are now working closely with the hospital on plans for a new major redevelopment project to launch in 2023-24. There is also an extensive portfolio of engaging projects outside of the capital appeals, that help to support all aspects of the hospital's work to improve the lives of cancer patients.

The Corporate Partnerships team

Working for us offers you a challenging and rewarding career, as well as the chance to improve the lives of those living with cancer.

The Corporate Partnerships team sits in the Philanthropy and Partnerships Directorate, a high-performing function that is responsible for all areas of high-value fundraising including major donors, trusts and foundations, corporate partners and special events/high-value committee supporters.

Currently a team of four, we have seen income grow from £700k in 2019/20 to £1.3million in 2022/23. 2023/24 has been another successful year which we plan to leverage and build upon into the future as part of a new five-year strategy.

It's a hugely exciting time to join the team as the growth of Corporate Partnerships is a priority for the Charity. With high-profile partnerships already in place, with the likes of Ralph Lauren and Banham, and the Charity's first Corporate Partnerships Board launched, there is much momentum to push ahead and secure high-value, national partnerships, in support of The Royal Marsden's incredible work.

Job purpose

Through lead generation, the development of a pipeline of opportunities and propositions, this role will take a lead on securing new partnerships for the Charity. Working with colleagues across the Charity and hospital, the Senior New Business Manager will deliver excellent stewardship of prospects, supporting the development and growth of corporate income, in line with our five-year strategy. It will focus on diversifying income sources as well as driving impact through multi-year partnerships.

Working relationships

The role liaises with multiple stakeholders; internally, these include colleagues in Stewardship and Communications, Major Gifts, Events, Trusts, Philanthropy Research, Marketing, Communications, Community, Data and Finance. The role involves external stakeholder management with partners, donors and volunteers, as well as staff across The Royal Marsden.

Key areas of responsibility

- Accountable for delivery against in-year and future years six-figure income targets
- Cultivate a robust business development pipeline – qualify prospects and opportunities through proactive approaches, with the goal of securing new, multi-year partnerships
- Develop compelling and bespoke funding propositions to companies, including written proposals and pitches, working with relevant teams across the Charity and hospital to engage and excite new partners
- Work with the Head of Corporate Partnerships to ensure the success of the Corporate Partnerships Board, maximising connections to our gain
- Complete full on-boarding process for new partners, including partnership agreement negotiation and smooth handover to the partnership management team
- Accurately report against income and expenditure budget/forecast on a regular basis
- Develop strong relationships with key stakeholders within the hospital and Charity, working to maximise the value and success of partnerships
- Contribute to the Corporate Partnerships strategy and annual planning process
- Maintain excellent records on prospects on Raiser's Edge, ensuring that all information relating to donors is produced and stored in line with data protection regulations and best practice
- Line management of New Business Manager, supporting their development within their role
- Undertake any other duties that are commensurate with the grading of the post as requested by the Line Manager.

This job description is intended as an outline of the general areas of activity within the job role. It will be amended from time to time in the light of the changing needs of the organisation.

Person Specification

Candidates must be able to demonstrate	Essential (E) or Desirable (D)
Experience and knowledge	
Demonstrable experience of securing new business and onboarding new partnerships, and managing income targets	E
Demonstratable experience of taking prospects through the entirety of the sales cycle, including identifying and securing new development opportunities	E
Evidence of successful income performance against targets and ability to understand and report against budgets	E
Experience of successful managing key relationship with partners, stakeholders and volunteers	E
Experience of generating income from at least two of the following activities: employee fundraising, sponsorship, commercial or grants	E
Ability to manage complex relationships and senior stakeholders, both internally and externally	E
Experience of using a CRM (ideally Raiser's Edge), to monitor and manage contacts, proposals and success against a range of KPIs	E
A track record of successfully fundraising for a major charitable project or appeal	D
An interest in cancer and health issues, with an understanding of NHS practices and procedures	D
Key competencies	
Highly proactive and self-sufficient	E
Excellent interpersonal and communication skills, including written	E
Excellent organisational skills and attention to detail	E
Able to problem solve, adaptable, flexible and able to cope with uncertainty and change	E
Able to respond sensitively and appropriately to emotional circumstances, including distressed/bereaved donors	E
Able to provide and receive highly complex, sensitive and confidential information	E

The above criteria are necessary for this post and will be used when shortlisting applicants for interview and throughout the recruitment and selection process.

Conditions of service

Salary	£44,500 - £48,500 per annum
Contract Type	Permanent
Hours of work	37.5 per week
Location	Hybrid working, with a mix of office and home working, based at our Chelsea site, with occasional working from Sutton
Benefits	27 days annual leave allowances, contributory pension scheme, life insurance, enhanced maternity and adoption pay, employee assistance programme, subsidised canteens, flexible working and more. Refer to our summary of benefits information attached, and on our website for further details

Diversity and inclusion

The Royal Marsden Cancer Charity believes in treating people fairly with respect and dignity, and in valuing diversity. We believe that a diverse workforce allows us to deliver on our mission to ensure our nurses, doctors, researchers and supporting staff can provide the very best care and develop life-saving treatments for cancer patients.

We believe everyone has the right to live their life without fear and prejudice and contribute to society in a way which is authentic to them.

It is this core belief that underscores our commitment to providing equal opportunities for all staff and volunteers at the Charity. Our aim is to foster a supportive culture which values the contribution of each member of the team regardless of their age, sex, gender reassignment, sexual orientation, marriage or civil partnership, pregnancy and maternity, disability, nationality, race, religion or belief.

Ultimately, our aim is to create a workforce which is representative of the people we exist to support, whilst contributing to the creation of a more equitable, diverse and inclusive charitable sector.

Summary of benefits

Work environment

- Bright modern office in Chelsea, a short walk from South Kensington station
- Our Sutton office is based in the heart of the hospital, alongside staff and patients. A shuttle service to and from Sutton station is provided in the morning and at the end of the day.
- On-site subsidised canteens

Pay and pension

- Competitive salaries benchmarked against the market with annual increases
- Auto- enrolment in our Aviva pension scheme from day one
- Up to 6% employer contributions subject to matched contribution from you (increasing with length of service)

Work-life balance

- Enhanced occupational maternity and adoption leave and pay
- Flexible working options to support those with caring responsibilities

Holidays and time off

- 27 days annual leave per annum plus UK bank holidays (pro rata for part time staff)
- Entitlement rising to 29 days (pro rata for part time staff) after five years' service
- Opportunity to carry over 5 days (pro rata for part time staff) into following annual leave year

Health and wellbeing

- Self -referral to a confidential counselling service for work related or personal reasons
- Access to an employee assistance programme designed to save you money and improve your physical, financial, and mental health and wellbeing
- Free sight test every two years and contribution towards any glasses required for work purposes
- Generous paid sick leave based on service
- For members of our pension scheme, we offer life insurance of twice your annual salary subject to the rules of the scheme

Flexible working

- Hybrid working for most roles which allows you to work from the office 40% of your time and from home for 60% of your time each month
- Flexible working hours for most roles which allows flexibility outside of our core hours of 10am to 4pm
- Provision of equipment needed to work comfortably from home