

Recruitment Pack: Head of Trust and Statutory Funding

Closing date: Wednesday 2nd September 2020

Interviews:

1st: w/c 7th September 2020

2nd: tbc



Letter from Director of Fundraising and Communications

Dear Applicant

Thank you for your interest in joining World Child Cancer's Fundraising Team.

We are a passionate and results driven team with a genuine desire to collaborate, share ideas and to support one another to achieve our fundraising and marketing goals to be able to support more children with cancer and their families throughout the developing world.

At World Child Cancer, we deliver amazing programmatic work, we have a strong case for support with inspiring stories to tell, like that of [Sahara](#). We need you to help increase income from Charitable Trusts, Foundations and Statutory sources.

If this sounds like the right opportunity for you then I look forward to receiving your application. If you would like to discuss the role please email zoe.macalpine@worldchildcancer.org to arrange a conversation.

Yours sincerely,

Zoe Macalpine
Director of Fundraising and Communications

About World Child Cancer

Over 300,000 children worldwide develop cancer each year. Childhood cancer is often curable, with an 84% survival rate in high-income countries. However, in many low-income countries survival rates are 10% or lower with many children never even receiving a diagnosis, instead they die of a mystery illness without even palliative care.

The main reasons for this discrepancy are children not being diagnosed and referred, the lack of high-quality treatment – there are often just one or two hospitals in a country capable of treating childhood cancer – and families either rejecting starting treatment or abandoning it for economic or cultural reasons part way through.

As child mortality reduces across the world the proportion of childhood deaths due to cancer are increasing. In middle-income countries such as Brazil it is now the second biggest cause of death after accidents for 5-14-year olds.

In response, in 2018, the WHO announced the WHO Global Initiative for Childhood Cancer which aims to double the current global cure rate to 60% by 2030, saving an additional one million lives. World Child Cancer has been invited to join various WHO working groups to implement the programme and we are in the process of being recognised as a Non-State-Actor by the WHO.

Our vision is a world where every child with cancer has equal access to the best treatment and care.

World Child Cancer improves the diagnosis, treatment and support of children with cancer in low and middle-income countries and provides support to their families.

We achieve this by twinning the hospitals we support in low and middle-income countries with leading childhood cancer units in high-income countries. These partnerships, together with staff training and mentoring, provide valuable transfer of expertise which builds the sustainable capacity and knowledge of doctors and nurses in-country. We also develop holistic care for families, support treatment costs, provide ward equipment and fund essential staff posts. To affect long term change, we also deliver awareness-raising programmes and liaise with policy-makers at home and abroad.



We currently work in ten countries across Africa, Asia and Central America. Since we started working in Ghana in 2010, we have more than tripled the number of children diagnosed through our programme and more than tripled survival rates, which means that ten times as many Ghanaian children now survive cancer each year. In 2019 we launched an exciting new partnership with UBS Optimus Foundation to develop a centre of excellence in Ghana to train the next generation of paediatric oncologists for west Africa and beyond.

Job Description

Reports to: Director of Fundraising and Communications

Accountable for: Trusts Consultant

Overview

The post holder will lead on raising income from Charitable Trusts, Foundations and Statutory sources to fund World Child Cancer's programmatic work. Working closely with the Programmes Team you will research and identify potential funders and develop comprehensive funding proposals. You will also produce appropriate and timely reports.

The post holder will be focussed on the income, passionate about World Child Cancer's vision, with a keen eye for detail.

This role will have a direct impact on the number of children with cancer we are able to support in the future. We need someone with ambition, drive and passion who is hungry to grow income further.

Key elements of the role

- To reach or exceed the annual income target set within the defined expenditure budget.
- In liaison with the Director of Fundraising and Communications, lead on raising income from charitable trusts, foundations and statutory sources.
- To effectively and appropriately steward trusts, foundations and statutory funders who are currently forecast to raise £1.5m in 2020.
- To work with the Charity's Trustees and other key supporters to identify leads and connections.
- To undertake research into trusts, foundations and statutory funders and execute a calendar of approaches.
- To work with the charity's Programmes Team to identify projects and package these accordingly with robust budgets.
- To support World Child Cancer US in identifying and producing robust proposals where we can add value to our programmatic work.
- To ensure all relevant staff are comprehensively briefed in a timely manner ahead of meeting any prospective or existing funders.
- To maximise return from our networking events.
- To represent the Charity with donors and at events.
- To ensure all donor communications are logged on the CRM database (Raisers Edge)
- To deliver exceptional supporter care.
- To ensure the Charity complies with Fundraising best practice and any relevant legislation at all times.

Person Specification

	Application, Test, Interview
Essential	
Ability to research and identify potential new donors	A, T, I
A proven track of fundraising significant sums from trusts, foundations and or statutory funders	A, I
Exceptional communication skills, able to build relationships with people at all levels of seniority	A, T, I
A proven track record of setting and managing budgets	A, I
The ability to translate complex, specialist information into accessible and compelling proposals for a variety of strategic and other grant funders	A, I
Experience of working on multiple projects at the same time and cross-departmentally	A, I
A positive team player	A, I
The ability to work on own initiative, prioritising workload with little supervision when needed	A, I
Empathy and diplomacy surrounding the issues of children's health and the passion to want to improve the lives of children with cancer	A, I
An understanding of the international context of WCC's work and an ability to market the Charity's work	A, I
A willingness to travel within the UK and abroad when required including weekends and evenings	A, I
Strong IT skills using the Microsoft Office package	A, I
Desirable	
Experience of fundraising internationally	A, I
Experience of using networking events to prospect and steward funders	A
Educated to degree level or equivalent	A
Experience of managing staff and/or volunteers	A, I
Fundraising qualification	A
Experience with Raisers Edge or other CRM databases	A, I

Terms of Employment

Term: The post is offered as a full-time permanent roles subject to completion of a 6-month probationary period

Place of work: 9 Maltings Place, 169 Tower Bridge Road, London SE1 3JB

Hours: 35 hours per week

Salary: c £40,000 (depending on experience)

Benefits:

- 25 days annual leave plus public holidays.
- Generous employer pension contribution of 10% of basic salary which is payable after 3 months employment. In addition, employees may make their own contribution of up to 10% of salary which is paid via salary sacrifice. Employee contributions are not compulsory, and the employer contribution is made regardless of whether the employee contributes.
- The opportunity to participate in the cycle to work scheme which allows the purchase of cycles and equipment via salary sacrifice

World Child Cancer is conveniently located within a short walk from London Bridge Station

How to apply

To apply for this position, please provide your CV including details of two referees and a supporting statement (maximum 2 pages) that addresses the “**essential**” criteria in the Person Specification.

As strong written communication skills are one of the criteria, we will be looking for evidence of this in your supporting statement and layout of your CV.

Applications should be emailed to: zoe.macalpine@worldchildcancer.org with “Head of Trust and Statutory Funding” in the subject line.

Timetable

Closing date for applications:	2 nd September 2020
First interview:	7 th September 2020
Second interview:	TBC

The successful appointment is subject to a satisfactory criminal records disclosure and written references.

If you have any queries or wish to have an informal discussion, please contact Zoe Macalpine at zoe.macalpine@worldchildcancer.org