

Job Description

Senior Fundraising Manager



The opportunity

[The Intensive Care Society \(ICS\)](#) is the heart of the UK's intensive care community, bringing together doctors, nurses, psychologists, pharmacists, and allied health professionals who dedicate themselves to saving and transforming lives. Our mission is to foster groundbreaking research, elevate care standards, and deliver the best outcomes for patients and their families.

The role

We are looking for an ambitious and proactive **Senior Fundraising Manager** to manage the growth and development of our income generation, with a specific focus on **corporate partnerships, trusts and foundations, and individual giving**.

As our Senior Fundraising Manager, you will be taking on a new, strategic role within the organisation that builds on previous fundraising activity and transforms our efforts into a target-driven fundraising plans, diversifying income streams and nurturing new and existing partnerships with industry. You will also develop our member donations income stream and maximise our fundraising potential with the wider public, including patients and families with experience of intensive care. Working closely with the Head of Communications and Membership Engagement, you will contribute to shaping the fundraising strategy to support our new and enhanced organisational strategy and brand strategy.

You'll have a strong track record in building and managing partnerships, securing grants from charitable trusts and foundations, and delivering successful fundraising campaigns. You will be a strategic thinker, confident communicator, and relationship-builder who is motivated by making a difference. Able to juggle both management and hands-on, operational activities, you'll be keen to get stuck in and make a difference.

Working closely with other members of the senior management team, including the Head of Sponsorship and Events, you will help develop relationships with industry for the long term and in relation to our yearly State of the Art Congress, aimed at the intensive care community.

You will sit in a small, dynamic and supportive team also responsible for communications and membership engagement, and you'll work closely with them to integrate fundraising messages within our broader communications. You will also have a dotted line to other key teams within the organisation, in a matrix-style working set-up.

As an organisation, we have just reviewed our organisational strategy under the leadership of our new CEO, which means a lot of exciting developments are afoot needing additional funding. As part of this growth, we will be growing our offer for patients and families, which will have strong links to the fundraising strategy you will help manage.

To apply: please send your CV and a supporting statement (maximum 500 words) outlining how you meet the essential criteria listed in the person specification and including links to examples of your past work to HR@ics.ac.uk.

- **Closing date:** applications must be received by **9am** on **Wednesday 3 December**.
- **Interviews** scheduled to take place on **Friday 12 December**. You will be invited to prepare a presentation for your interview if you are shortlisted. You will be informed by Friday 5 December.
- **Applicants must have the right to work in the UK.**
- **Hybrid working with a minimum of two days in the office in London.**

Benefits

- Defined contribution pension scheme after three full months service (employer contribution 5% and employee contribution 3%). The option for employees to contribute an additional 1% to their pension then ICS will match that with an additional 1%. Salary sacrifice scheme.
- Life assurance (after 3 months service) which provides a death in service payment of twice basic salary.
- Confidential Counselling Helpline 24 hours per day, 365 days a year for employees needing confidential help and advice. Telephone support on any matter that is causing upset or anxiety.
- 25 days annual leave and additional annual leave during the office closure period between Christmas and New Year.
- One extra day of annual leave for every complete year worked up to a maximum five days.
- Payment towards eye tests up to £50 per annum.

Job description

Job title:	Senior Fundraising Manager
Reporting to:	Head of Communications and Membership Engagement
Salary:	£47,000 (full-time, hybrid working – two office days a week)
Line management:	None
Job purpose	To develop and deliver the Society's fundraising programme, driving income growth through diverse streams including corporate partnerships, trusts and foundations, individual giving and events.

Key accountabilities

Fundraising programme development (20%)

- Contribute to the development of and implement a multi-year fundraising programme, aligned with the Society's organisational goals, working closely with the Senior Management Team.
- Identify and prioritise opportunities for growth across corporate partnerships, grants, and individual giving.
- Work with the Senior Management Team to identify services and products to put forward as fundraising opportunities.
- Provide expert fundraising insight to the CEO and Board, contributing to overall organisational planning and reporting.
- Build systems, processes, and a culture of philanthropy within the organisation.
- Working with the Senior Management Team to develop a fundraising proposition for patients and families with experience of intensive care, in line with a new organisational and brand strategy.
- Take responsibility for operational aspects of the fundraising programme.

Corporate partnerships (30%)

- Lead on securing, managing, and growing corporate partnerships across the health, pharmaceutical, and life sciences sectors.
- Develop and articulate successful fundraising pitches with new and existing partners, building long-term relationships and supporting a wider understanding of the Intensive Care Society's mission, vision and values, and organisational objectives.
- Manage key accounts and deliver high-quality stewardship to maximise value and renewals.
- Write pitches for new partnerships and act as account manager throughout.

Trusts and foundations (30%)

- Research and cultivate relationships with charitable trusts and foundations aligned with the Society's priorities.
- Write and develop strong, evidence-based funding proposals and impact reports.
- Build a healthy pipeline of prospects and track progress against income targets.

Individual giving (20%)

- Oversee and grow individual giving, including regular giving, member donations and develop our patient and families work as a fundraising proposition.
- Develop and deliver donor journeys that inspire long-term engagement and support.
- Explore opportunities for digital and legacy fundraising.
- Consider the Society's involvement in major sporting events including London Landmarks Half Marathon and Royal Parks Half Marathon, engaging membership and corporates to build teams.
- Support the development of fundraising opportunities as part of flagship events and campaigns including Intensive Care Week, our yearly State of the Art Congress and other initiatives.
- Identify opportunities to engage supporters and partners through events and digital channels.
- Write copy and develop content for individual giving campaigns.

Monitoring and reporting

- Set and manage income and expenditure budgets, ensuring effective forecasting and reporting.
- Monitor performance against KPIs and provide regular updates to the CEO and Board.

Other

- Model the Society's values and work in accordance with the Society's policies
- Undertake any such other duties as may be reasonably required, consistent with the nature of the post.

Person specification

Essential criteria

- Proven experience in fundraising, business development, or partnerships at a senior level within the charity, health, or education sectors.
- Strong track record of securing five- and six-figure gifts or partnerships.
- Proven experience of working in a matrix-style environment, liaising with senior management teams and external advisory boards in the shaping of strategy and projects.
- Excellent relationship management and negotiation skills, with the ability to influence senior stakeholders.
- Exceptional written and verbal communication skills, including proposal and report writing.
- Strategic thinker with the ability to translate plans into action and deliver results.
- Collaborative team player, able to work effectively in a small, fast-paced charity environment.
- Strong understanding of fundraising regulations, data protection, and ethical standards.
- Experience using CRM systems and analysing data in the shaping of plans and strategies.

Desirable criteria

- Experience within the health, medical, or professional membership charity sector.

- Experience of working with senior clinicians in developing fundraising strategies.
- Understanding of the NHS and healthcare landscape.