



# CRASH Charity

## Corporate Fundraising Manager



Address: CRASH c/o Arcadis | 80 Fenchurch Street | London | EC3M 4BY | Telephone: 020 8742 0717  
Company Registered in England & Wales | No 3175906 | Registered Charity No. 1054107





## Corporate Fundraising Manager

**Location:** Fenchurch Street, London. Hybrid working.

**Contract:** Permanent

**Hours:** 37.5 per week

**Salary:** £45,000 to £50,000 depending on experience, plus 5% pension contribution

### Overview:

This role is an exciting opportunity to direct and develop the corporate fundraising at CRASH, the construction industry's charity that constructs buildings for people who are homeless, and children and adults who need hospice care. As the manager of fundraising, you will play a pivotal role in developing the income for the charity and particularly through increasing corporate donations.

### About CRASH:

CRASH charity was founded in 1996 and thanks to the support of companies and individuals in the property & construction industry, for the last 28 years we have constructed places that care for people. CRASH is a respected and unique charity that lies at the heart of the property and construction industry. However, we are looking to the future not the past and we want to give even more companies the opportunity to support our work, get involved, and demonstrate the power of their social impact in communities across the UK.

CRASH helps homelessness charities and hospices with all aspects of their construction challenges. The companies who support us provide their professional expertise, their construction products and their donations which combine to construct places that care for people.

### The role

This role will allow your experience, flair, and integrity to do so much more than raise donations. As an excellent Corporate Fundraising Manager, you will unite the construction industry in its support of CRASH charity, and create a positive change that will help people who are homeless, and children and adults when they need hospice care.

CRASH charity is seeking a dynamic and experienced Corporate Fundraising Manager to join our team and develop new business leads within the property and construction industry, which you will convert to Corporate Patron Companies of the charity.

### Key responsibilities:

- You will develop a new strategy to increase and support new and existing Corporate Patron companies as they are the lifeblood of this charity.
- You will develop and increase the charity's income and you will be a confident communicator with excellent networking skills and the ability to deliver compelling presentations and creative proposals that tell our story.
- You will develop corporate fundraising materials with our Communications Manager to support strategic partnerships.



- You will oversee the existing fundraising streams that are supported by the construction industry.
- You will manage the charities annual reception and Above & Beyond Awards for our Corporate Patron companies.
- You will have in-depth experience of corporate fundraising and a proven track record of delivering income between a minimum of £800K and £2 million.
- You will line manage the Charity Support Assistant.
- You will report to the Chief Executive and Board of Trustees and be part of a respected and unique charity that lies at the heart of the property and construction industry.

### **Experience and knowledge**

We're looking for an experienced and highly skilled corporate fundraiser who can demonstrate previous experience and success in researching and identifying companies, to develop a strong pipeline of companies.

You will understand the motivations that encourage companies to become Corporate Patrons of CRASH and will have the enthusiasm and emotional intelligence to support them on their partnership with our work. Some of our Corporate Patron companies have supported the charity for 25 years. CRASH is a corporate charity and partnership matters.

Experience and ability to explore additional fundraising opportunities with corporate donors including payroll giving, matched fundraising and ad-hoc fundraising events where appropriate.

Experience of developing high quality, coherent and thorough fundraising proposals and presentations.

Knowledge of charitable giving in general and fundraising best practice.

Strong attention to detail and analytical skills.

Competence in the use of IT tools including Office 365, Word, Excel, PowerPoint etc.

Experience of working as part of a team as well as independently and able to apply your own initiative.

An interest in the issues facing people who are homeless and rough sleeping, and hospice care in the UK.



### **How to apply**

If you are passionate about making a difference and possess the skills and experience required, we'd like to hear from you.

Please email [chrissie@wr-rec.uk](mailto:chrissie@wr-rec.uk)

CRASH is an equal opportunity employer committed to diversity and inclusion. We encourage applications from all qualified individuals regardless of race, ethnicity, age, disability, sexual orientation, gender identity, or religion.