

# Head of trusts and statutory development (maternity cover)

## **Directorate**

Engagement

## **Team**

High value partnerships and campaign

## **Reporting manager**

Associate director of philanthropy and partnerships

## **Direct reports**

Senior trusts and statutory manager

## **Date of job description**

June 2026

## **Our charity**

We're Breast Cancer Now, the UK's leading breast cancer charity. And we're combining the power of science and support to change breast cancer. Now.

We're funding world-class science now, so no one dies of breast cancer in the future. We're here with life-changing support now, so no one has to face breast cancer alone. And we're running groundbreaking campaigns now – for better awareness, quicker, earlier diagnosis and access to treatments.

We've been making change happen for over 50 years, and we're not stopping now. Because we have a bold vision. That by 2050, everyone with breast cancer will live and live well.

We can't do it on our own. But together, we can make change happen. Now.

## **Overview of the directorate**

The engagement directorate has responsibility for growing awareness, understanding, trust and engagement with Breast Cancer Now, to inspire people to get support and give support. It's responsible for the £47m annually we raise today and for the growth to £69m we want to raise annually by 2029/2030, including a further £50m from a major Campaign.

From partners, to philanthropists, from people who give individually, through events or through their community, we create engaging and effective routes and communications for our key audiences to give their time, money and voice.

The directorate puts relationships at its heart, using data and insight to shape and drive brilliant relationships and experiences, ensuring people who support Breast Cancer Now - in whichever

way they support, or are supported - feel connected, and inspired to give their time, money and voice to make change for people affected by breast cancer now and for the future.

In the 2025-2030 strategic period, the directorate will play a critical role in supporting the organisation to deliver the impact we need and want to have for people affected by breast cancer.

To do this we will:

- Raise awareness of Breast Cancer Now through aligning our paid brand marketing, and our owned, shared, and earned channels to amplify our brand and to shout louder with 1 voice. We'll use creative and innovative routes to do this. Our fundraising will provide a key route to grow awareness, through our products, events and through our supporters in the community who advocate and champion Breast Cancer Now.
- Develop and deliver brilliant fundraising products, events, campaigns that reach and inspire our key audiences to engage and to continue to engage. We'll launch a major Campaign to raise £50m to accelerate our progress to 2050 through focusing on the challenge of dormancy and secondary breast cancer. We'll use this as a route to create philanthropic and partnership fundraising as a long term, sustainable income stream for the future.
- Lead the development of our digital ecosystem, aligning our platforms and products behind our brand and developing our support offer, and engagement opportunities, to reach more people in ways that meet their needs in an accessible way. We'll support the organisational learning, understanding and confidence in digital routes, channels and new technology to deliver our strategy.
- Nurture great relationships with partners and suppliers to create aligned priorities, shared purpose and targets to deliver our best work for people affected by breast cancer. Through being curious about the external environment and prioritising learning, we'll develop, evolve and innovate to support our growth now and for the future.
- Grow and develop our teams, collaborating, challenging and inspiring each other to develop an inclusive, safe and high performing team.

#### The 4 new director roles and teams

The engagement directorate, will be led by the chief engagement officer with a leadership team of 4 directors of the following areas:

- Brand, marketing and communications
- Public fundraising and marketing
- High value partnerships and Campaign
- Digital and data

#### Job purpose

The head of trusts and statutory development role sits within the senior team of the newly created high value partnerships and campaign department. This department has huge ambition to transform high value income for Breast Cancer Now over the next five years through better and more holistic, supporter-led working across the department and the introduction of a major £50million Campaign.

Our goal is to develop and deliver the best long term, multi-faceted partnerships with businesses, trusts & foundations, and ultra-high and high net worth individuals. These partnerships will transform what Breast Cancer Now is able to achieve for people affected by breast cancer, both through the funds they invest, but also through the expertise, connections and more that they share with us. Trusts & statutory funders play a key role in this – not only thanks to the significant funds they raise but also enabling us to access potential new connections, expertise and opportunities.

This key role is responsible for ensuring a laser focus on the growth and development of long-term sustainable 6-7 figure income from charitable trusts and foundations for Breast Cancer Now. It will drive up the value of the existing portfolio and secure further income from new trusts and statutory funders for Breast Cancer Now's five-year strategy, including the Campaign.

## Key tasks and duties

### Leadership and growth of trusts and statutory funders

- To develop and implement the strategy to grow the portfolio of multi-year 6-7 figure trust & statutory funders. Note that family foundations, when a vehicle for high-net worth individuals to give, will sit with the head of philanthropy & principal gifts.
- To lead and manage a high-performing team responsible for securing and developing high impact, long-term relationships with major trusts and statutory funders
- With support from the head of new partnerships & high value growth, to personally drive and secure 6-7 figure funds from existing and new trust and statutory funders
- To apply knowledge gained from donor relationships to plan future activities, improve the strategy and increase income.

### High value growth and the campaign

- Working with the head of new partnerships & high value growth, increase the trusts & statutory portfolio average gift and secure new, innovative opportunities to grow this area.
- To work closely with the Campaign Board and senior volunteers to unlock new opportunities and open doors to new trusts and statutory funders
- To support on the development of the Campaign so it works for a trusts audience, recommending the strategy to secure founding partners in this space, minimising cannibalisation of business as usual funds
- To work alongside other heads within the philanthropy and partnerships team to share and take learnings from across the programme
- As part of the philanthropy and partnerships leadership team and senior team across the high value department, work closely to ensure that our vision, strategy and plans are delivered and that the director and ads are supported in overall team development, motivation and recognition

### Driving, monitoring & measuring progress

- To provide target driven and development focused line management and team direction ensuring that excellent stewardship is delivered across the whole trusts and statutory portfolio and the team are working effectively to identify opportunities for maximising support.
- To work with the prospect research team and drive progression of prospects in all areas of the trusts and statutory fundraising programme. Monitor trusts and statutory income against agreed annual targets, reporting to the high value leadership team with timely and accurate KPI data.
- To ensure the organisation meets all its contractual agreements, reporting and accounting obligations towards trusts and statutory funders and that trust and statutory fundraising programme activity meets best practice standards and is compliant with current data

protection regulations.

- To ensure accurate records are kept through Breast Cancer Now's Unity database, in accordance with Breast Cancer Now's data protection policy, and to support our strategy to have a single supporter view.

### **First-class stewardship**

- Support the cultivation, stewardship & recognition team by gathering and sharing insight from trust and statutory funders, so they can ensure a suite of engaging and inspiring opportunities for this audience, as well as appropriate thanking and recognition.
- To build and facilitate strong relationships at all levels within the partnerships, either directly or through stakeholder-mapping, ensuring that the funder develops a strong relationship with the charity which transcends individual relationships.
- To ensure effective stewardship and management of long-term, complex project grants and strategic partnerships, so that funder expectations are met.
- To work collaboratively with the head of high value operations & experience to identify further compelling areas of our work around which appealing propositions for funding can be developed, as needed, as well as a first-class personalised, gift acknowledgement and thanking process for all trust and statutory fundraising supporters
- To oversee and support best-in-class written communications including proposals and updates developed by the trusts & statutory development team.

### **General**

- Adhere to all Breast Cancer Now's policies and procedures.
- Any other duties within the scope and remit of the role, as agreed with your manager.

# Person specification

## Qualifications and experience

It's essential for you to have the following:

	Method of assessment	
	Shortlist	Interview
Experience of working in a charity preferably within a major donor, corporate or trust and foundation team	x	x
Experience of identifying, developing and packaging funding projects including creating budgets		x
Experience of working with senior volunteers and Trustees and understanding what motivates them to support an organisation and raise money	x	x
Proven experience of identifying, cultivating and recruiting new funders		x
Proven experience of relationship management and able to demonstrate relationships have been developed to deliver maximum benefit	x	x
Demonstrable experience of line management and managing others within a target driven environment	x	x
A successful track record in securing six figure gifts and seven figure gifts, having made the approach directly and mee targets	x	x

## Skills and attributes

It's essential for you to have the following:

	Method of assessment	
	Shortlist	Interview
Excellent networking and interpersonal skills that facilitate strong relationships with a wide range of people inside and outside of Breast Cancer Now, including at the most senior level		x
Excellent written and verbal communication skills, with the ability to communicate effectively with a wide range of people at all levels	x	x
Excellent organisational and administrative skills	x	
Good negotiating skills and the ability to inspire confidence in the organisation	x	
Excellent presentation of complex numerical and factual information, to wide ranging audiences, with a rigorous approach and attention to detail	x	
Ability to gain results working as part of a multi-disciplinary team and on own initiative	x	
Ability to manage several projects simultaneously, prioritise own workload, meet deadlines and manage tight timescales	x	
Ability to monitor and manage team income budgets	x	x

and report internally on circumstances affecting ability to secure agreed levels of income		
Ability to lead, motivate and develop a team including setting priorities and goals that are achievable as well as aspirational and inspiring	X	X
A creative and flexible approach with a problem-solving 'can-do' approach	X	
Tenacity and resourcefulness in achieving goals and targets	X	

It's desirable for you to have the following:

	Method of assessment	
	Shortlist	Interview
Experience supporting a major campaign or appeal		X

### Knowledge

It's essential for you to have the following:

	Method of assessment	
	Shortlist	Interview
Demonstrable expert knowledge of best practice in Trusts and Statutory identification, qualification, cultivation, solicitation and stewardship	X	X
Understanding of current legislation, policies and issues affecting major donor fundraising and the charity sector including GDPR		X
Extensive knowledge of the trusts and statutory landscape, marketplace, trends, competitor awareness and potential issues that may arise		X

It's desirable for you to have the following:

	Method of assessment	
	Shortlist	Interview
Good understanding of scientific and/or medical research		X
A good understanding of the wider fundraising sector		X

# About the role

## Key internal working relationships

You'll work closely with the following:

- CEO, senior management and trustees
- Finance team
- Colleagues within fundraising, communications and engagement
- Colleagues within the research, support and influencing directorate

## Key external working relationships

You'll work closely with the following:

- Trustees/employed staff of charitable trusts and foundations
- Funding/grants officers of statutory funding bodies
- Breast Cancer Now research scientists

## General information

<b>Role location and our hybrid working model</b>	<p>This role is based in our London office. Our hybrid working model also allows you to work up to 3 days per week at home. The other days will be primarily based in:</p> <p>6<sup>th</sup> Floor, The White Chapel Building, 10 Whitechapel High Street, London E1 8QS (open Monday to Friday)</p>
<b>Salary range</b>	<p>The salary range for this role is:</p> <p>£57,000 to £60,000 per annum</p>
<b>Induction</b>	<p>We want you to have a positive induction experience, so we'll ask you to think about coming into the office a bit more often at the start of your role.</p> <p>This will help you get to know your colleagues and will make it easier for people to be on hand to support you. After that, you'll be able to move to our hybrid working model.</p>
<b>Hours of work</b>	<p>35 per week, Monday to Friday</p>
<b>Contract type</b>	<p>12 month fixed term</p>
<b>Medical research</b>	<p>We fund medical research, some of which may involve the use of animals. Our aim is to save lives and our research using animals is only when there's no alternative.</p>
<b>Conflict of interests</b>	<p>You're expected to devote your full attention and abilities to your paid duties. This means you shouldn't take on any other business opportunity, occupation or role (paid or non-paid) within or outside of your contracted hours that could impair your ability to act in the best interests of, or prejudice the interests of, Breast Cancer Now or your work.</p>
<b>Immigration, Asylum and Nationality Act 2006</b>	<p>You shouldn't have any restrictions on your eligibility to indefinitely work or reside in the UK.</p>
<b>Our commitment to equity, diversity and inclusion</b>	<p>We're committed to promoting equity, valuing diversity and creating an inclusive environment – for everyone who works for us, works with us, supports us and who we support.</p>

## How to apply

We hope you choose to apply for this role. To apply, you need to submit your CV and supporting statement. Have a look at the essential criteria list on the person specification and give as much information as you can, with examples, to show how you meet the criteria.