

Work for **LANCASHIRE WOMEN**

Registered Charity: 1100976

**Job Title:
Corporate Fundraiser**

**Closing Date:
Wednesday 24th June**



Who We Are

Lancashire Women are a leading charity with the core vision of creating a Lancashire where all women are valued and treated as equals.

With over four decades of experience, Lancashire Women work from our mainly women centres to provide safe, dedicated space for women across the county. We bring together a number of services under one roof- all designed to support women who at any one time may be dealing with a range of issues including: social isolation and exclusion, homelessness, poverty, mental ill-health, or offending behaviour.

Our services are available to all women, but in particular we work with those who find themselves in situations which can increase their vulnerability or place them at significant risk of harm - and who are often facing multiple and complex needs.

Our delivery draws upon three decades of practical experience in supporting women, and is an approach recognised nationally for its effectiveness and impact.



Our Values

We believe our values need to be translated from the ideals we profess into tangible behaviours which can be operationalised and measured. This way, our teams know and understand how best we can achieve the outcomes and change for the women we work with. Our commitment is to ensure everyone in LW knows and understand the part they have to play and how they can bring our values into their work.

Empower

We work to build on the strengths that all women & girls have, so that they can become more confident; especially in controlling their own life and claiming their rights.

Non-judgemental

We accept each woman exactly as they are and genuinely make no moral judgement about their situation.

Creative

Creative in our approach to supporting women & girls and seeking solutions with them for the challenges.

Collaborative

We know we learn more and can achieve more when we work together.

Honest

We try to be real with all the women & girls we work with so they can have choices about their lives, knowing that they will need courage to make changes that will benefit them and those around them.

About This Role

Job Title: Corporate Fundraiser

Reporting to: Head of Commercial Development & Engagement

Salary: SP27 £29,629 to SP28 £30,608 per annum, pro rata

Hours: 30 - 37 hours per week

Location: Lancashire

Contract: Permanent

Overview

This is a newly created and exciting role within Lancashire Women, designed to strengthen and grow our corporate fundraising and partnerships portfolio.

The Corporate Fundraiser will play a key role in developing and stewarding relationships with businesses across the county. You will build meaningful connections with corporate partners, confidently representing the organisation externally, securing financial and in-kind support, and delivering high-quality partnerships that provide mutual value. Working closely with the Head of Commercial Development & Engagement, you will identify opportunities to grow engagement and shape the development of our corporate fundraising approach.

This is an excellent opportunity for someone with some experience in corporate fundraising or business development to take ownership of a developing function and shape it into a key area of the charity's long-term sustainability.

Roles & Responsibilities

Corporate Partnerships & Income Generation

- Develop and expand business support across Lancashire, maximising potential income, long-term value and meaningful engagement with the charity.
- Build and manage a robust pipeline of corporate prospects, securing new partnerships and sponsorship opportunities.
- Lead on a range of corporate activity including sponsorship, Charity of the Year partnerships, events, payroll giving and employee fundraising.
- Prepare compelling, tailored proposals and pitches to secure corporate support.
- Achieve an agreed annual corporate fundraising income target, contributing to the charity's overall income diversification strategy.

Relationship Management

- Build and maintain strong, long-lasting relationships with corporate supporters.
- Confidently represent the organisation at networking events, meetings, and presentations.
- Deliver high-quality stewardship, ensuring partners feel valued and engaged, supporting retention and account growth.

Business Development

- Proactively research and identify new corporate prospects aligned with Lancashire Women's mission, values and strategic priorities.
- Identify and act on emerging opportunities for collaboration, funding, and visibility.
- Develop and present innovative, mutually beneficial partnership ideas that deliver value for both the business and the charity.
- Support the development and implementation of a new fundraising strategy, working closely with the Head of Commercial Development & Engagement.

Collaboration & Team Contribution

- Work collaboratively with colleagues across fundraising and service delivery teams, to maximise opportunities and ensure strong internal alignment.
- Contribute to wider fundraising activities, campaigns, and events as required.
- Ensure fundraising activity is managed within agreed budgets and maximises return on investment (ROI).
- Ensure all activity is delivered in compliance with regulatory requirements, including the Code of Fundraising Practice.
- Keep up to date with sector trends, market developments, and corporate partnership best practice.

Monitoring & Reporting

- Maintain accurate and up-to-date records of corporate activity, income and gift-in-kind contributions using our CRM system (Beacon).
- Track performance against targets and provide regular updates on progress.
- Contribute to impact reporting for corporate partners, demonstrating outcomes and return on investment to strengthen engagement and secure ongoing support.

General Requirements

- Continually seek to advance own professional skills and the business as a whole, identifying opportunities and areas for improvement.
- Act as Lancashire Women brand ambassador.
- Use CRM systems to ensure efficient analysis and storage of information.
- Adhere to and keep up to date with GDPR regulations, information security policies and procedures and relevant practitioner codes of conduct.
- Ensure that standards of health and safety are maintained.
- Work flexibly as and when required and to support other team members as needed.
- Uphold the policies and ethos of Lancashire Women at all times.
- Carry out such other duties as may be required in line with the nature of the post.

Person Specification

In the supporting evidence of your application form, you must demonstrate your experiences by giving specific examples for the criteria within the person specification.

Qualifications		
1.1	No formal qualification is required; relevant experience is most important	Essential
1.2	A degree or professional qualification in fundraising, business, marketing or a related field	Desirable
Past Duties		
2.1	At least 2 years' experience in fundraising, business development, sales, account management or a similar role	Essential
2.2	Building and managing relationships with external stakeholders (e.g. businesses, clients, partners, funders)	Essential
2.3	Track record of generating income and working with targets	Essential
2.4	Securing partnerships with businesses	Essential
2.5	Developing proposals, pitches or presentations	Essential

Past Duties		
2.6	Managing a pipeline of prospects and using a CRM system	Desirable
2.7	Working in the charity or not-for-profit sector	Desirable
2.8	Existing relationships and network in the local business community in Lancashire	Desirable
Skills & Knowledge		
3.1	Strong relationship-building and networking skills, with the confidence to engage and influence a range of stakeholders	Essential
3.2	Excellent written and verbal communication skills, including the ability to produce compelling proposals and presentations	Essential
3.3	Ability to identify opportunities and turn them into tangible outcomes	Essential
3.4	Commercial awareness and understanding of how businesses engage with charities	Essential
3.5	Understanding of fundraising principles, including stewardship and donor retention	Essential
3.6	Good organisational skills, with the ability to manage a varied workload and prioritise effectively	Essential
3.7	Awareness of the Code of Fundraising Practice and relevant compliance requirements	Desirable
3.8	Understanding of corporate social responsibility (CSR), ESG or corporate partnership trends	Desirable
3.9	Familiarity with Beacon or another fundraising CRM system	Desirable
Personal Attributes		
4.1	Confident and personable, with the ability to represent the organisation effectively and “hold your own” with business leaders	Essential
4.2	Passionate about the mission of Lancashire Women and aligned with its values	Essential
4.3	Entrepreneurial mindset with the ability to shape and grow a new role	Essential
4.4	Proactive and self-motivated, with a drive to achieve results and grow income	Essential
4.5	Positive, flexible, and collaborative team player	Essential
4.6	Willingness to work some evenings/weekend hours (when required)	Essential
4.7	Full UK driving licence with access to own transport	Essential

This job description is not intended to be exhaustive. The post-holder will be expected to adopt a flexible attitude to the duties which may have to be varied (after discussion with the post holder) subject to the needs of the service, and in keeping with the general profile of the post.

Employee benefits include:

- A chance to work in a rewarding, ethical and agile environment where every day you are making a genuine difference to the lives of women and girls across Lancashire.
- Employer Pension Scheme.
- Wellbeing support.
- Access to range of support services such as money advice etc.
- Flexible working/work life balance.
- Access to a healthcare plan.
- Birthday day off every year.
- Childcare vouchers/ salary sacrifice.
- An opportunity to work in an Organisation where you are truly valued and integral to our every day operations.
- Be involved in an organisation which puts service users and co design at the centre of all we do.

What our team think:

- *'I began to volunteer and immediately felt at home. I changed my study plans and applied for the role.'*
- *'I joined as a volunteer which opened the opportunity for a paid role. I wanted to be part of the support LW offers to make the difference in society, and have not looked back. LW offers great flexibility and home work life balance.'*
- *'I had heard about LW so many times and not once was there a negative comment. This prompted me to see what they were about and i must say i am not disappointed.'*
- *'Team work is the core. We are supportive of each other, pro-active and work well together'*

Apply now!

<https://lancashirewomen.org/about-us/careers>

To apply, please complete our application form - [Recruitment – Application Form](#).

Got a question about this role? Please email us at:

recruitment@lancashirewomen.org

Closing Date: 24th June 2026

Interview Date: W/C, 6th July 2026



Help make a difference to the lives of women across Lancashire.