



***Help to drive Scotty's exciting corporate programme to raise funds to provide specialised support to even more bereaved military children and young people.***

### **JOB DESCRIPTION: Corporate Fundraising Executive**

Ensuring that bereaved children & young people are at the heart of everything we do.

#### **The Charity and The Vision.**

Scotty's Little Soldiers is a charity dedicated to supporting military children and young people (0 to 25 years) who have experienced the death of a parent who served in the British Armed Forces.

Inspired by the experience of Army widow Nikki Scott, following the death of her husband Corporal Lee Scott in Afghanistan in 2009, the charity, which was set up in 2010, provides support and guidance to hundreds of bereaved military children and young people throughout their childhood.

In 2023 Scotty's supported 659 young people but aims to be supporting 1,000+ bereaved military children and young people annually by 2030. Having established a key role within the Armed Forces charitable sector over the past decade, Scotty's is now embarking on a growth phase to build a charity capable of delivering its 2030 goals.

- Location: King's Lynn Office/Hybrid – Best Work (See below) with preference for a candidate to be in our office 3 days a week)
- Salary: £30,000
- Type: Full-time, permanent
- Team: Supporter Experience
- Directly Supported By: Corporate Partnerships Lead

#### **Job Summary:**

The Corporate Fundraising Executive will be responsible for developing and stewarding fantastic relationships with our superstar corporate partners big and small to drive income for Scotty's to support more bereaved military children and young people.

They will work closely with the Corporate Partnerships Lead and be a part of Scotty's Supporter Experience team – playing a key role in helping to grow Scotty's income and empowered to develop ideas, manage events and run with opportunities to achieve this. All within a supportive, positive and motivated team and including travel where appropriate to events and meetings across the UK and mucking in with other areas of the team and the charity where required.

The new team member will be a personable, self-motivated go-getter, who thrives on making new connections, delighting people, building relationships and being focused on achieving outcomes. They will be happy picking up the phone, attending events and getting out to meet our supporters.

**Key Responsibilities:**

- Research and identify potential Business Hero Club members and corporate fundraisers
- Effectively communicate the charity's mission, vision, programmes and impact to potential donors
- Onboard new Business Heroes and other corporate partners.
- Strategise and execute successful fundraising campaigns
- Help to organise corporate fundraising events
- Maintain and develop relationships with existing business partners

**Experience and Competencies:**

- Experience in fundraising, business development, or a related field
- Excellent communication and interpersonal skills
- Ability to work independently and as part of a team
- Strong organisational and project management skills
- Passion for the charity's mission and vision
- Demonstrate examples of our core behaviour

**BestWork.**

We operate a BestWork model which allows team members to choose the location that best suits the work required. All team members are required to spend a minimum of 6 days in East Anglia for team building days, strategy sessions etc. This role will also require days to attend Council meetings, and events with a strong bereavement element, some of these events may take place at weekend or evenings but are planned well in advance. We believe the role would benefit from being in our King's Lynn office at least three times a week.

## **The Scotty's Way & our non-negotiables.**

At Scotty's, our personal performance is only 50% of what success looks like. Our culture is as important to us as anything else. If you agree to join the team, you are signing up to *The Scotty's Way*.

At the heart of The Scotty's Way are our four core values and four behaviours as created by the whole team.

### Our values are:

1. Families Come First.
2. Everyone a Supporter, Every Supporter a VIP.
3. Love What You Do.
4. Remember, Every Day.

### Our behaviours are:

1. Speak Up.
2. Actively Collaborate.
3. Embrace Change.
4. Show Respect.

You can read more about **The Scotty's Way** in the full culture code deck [here](#).

### **To apply, please submit:**

1. An up-to-date CV
2. A covering letter.

You can apply via the jobs section of our website or by emailing [team@scottyslittlesoldiers.co.uk](mailto:team@scottyslittlesoldiers.co.uk)