





## Welcome

Barts Charity's vision is extraordinary healthcare for all. We develop and fund ground-breaking medical research, state-of-the-art equipment and innovative healthcare projects not otherwise funded by the NHS. Whilst our projects are based in east London, they often have national and international impact.

Barts Charity is one of the UK's oldest and largest foundations, with an endowment of £487m. Working with our partners, Barts Health NHS Trust and the Barts and The London School of Medicine and Dentistry (the School), part of Queen Mary University London, we identify those projects that will have the greatest impact on patients' lives.

The past year has been unlike any other. It has brought unimaginable challenges for the whole country and brought into sharp focus the valuable work carried out by the NHS and its staff. Despite being one of the worst hit trusts in London, Barts Health has proved itself as a leader in clinical care, commanding London's response to the pandemic and significantly boosting the capital's capacity to deal with the crisis by rapidly restructuring and adding critical care volume across all hospital sites.

Throughout, Barts Charity has provided vital funds to Barts Health to support NHS staff health and wellbeing, including psychological support and refurbishing on-call accommodation and breakout areas. While we continue to provide support to Barts Health and the School of Medicine and Dentistry as the pandemic continues, we are looking towards the future and projects which have the potential to be transformative in healthcare, and that will address inequalities prevalent in our communities and highlighted by the pandemic.

Now is the moment to forge fairer, more equal healthcare that works for everyone. It will require a new and bold approach and the backing of significant funders working with us on a once in a lifetime campaign. Barts 900 will draw together landmark projects for world-leading medicine, wellbeing and community education that will benefit millions of Londoners. Individually the projects are exciting and transformational, together they continue the centuries old traditions of philanthropy supporting and accelerating a powerful vision for change.

We are seeking an ambitious Senior Major Gifts Manager to join our small and impactful team to help us forge new relationships, steward existing important partnerships and drive income. This role presents an exciting opportunity to play a key role in helping us to achieve our ambitions for a major capital campaign. As a key member of Barts Charity Major Gifts team you will report to the Director of Major Gifts. You will work closely with the developing philanthropy board for the campaign as well as our stakeholders at Barts Health and SMD to achieve the Major Gift team's ambitious fundraising target.

This role presents an exciting opportunity to play a role in delivering the next stage of the Charity's Major Gifts strategy and to achieving our ambitions.

I look forward to meeting you.

Fiona Miller Smith  
CEO

## About us and the communities we serve

Barts Charity is an endowed place-based foundation that has been supporting healthcare in the City and East London for 900 years. We look to increase our granting capability by actively fundraising across the hospital trust and its communities, with the aim of awarding £30m per annum in grants to promote improvements in patient care, medical research and health education, which fall outside NHS funding.

Our funding is aimed at improving healthcare for the patients served by Barts Health NHS Trust. Made up of five hospitals, Barts Health's hospital and community services reach a population of some 2.5 million people across East London – residents of some of the most economically deprived and ethnically diverse communities in the UK.

Many health conditions show a strong association with poverty. Communities in East London are badly affected by cardiovascular disease and metabolic conditions such as diabetes. Levels of childhood obesity are among the highest in the country. Air quality is poor, and levels of respiratory disease and asthma are well above national averages.

Ethnic background also has a significant influence on health. East London is home to many people of South Asian heritage, who are at particular risk of cardiovascular disease and diabetes and who have suffered so much in the Covid-19 pandemic.

Our funding is helping to ensure that these disadvantaged communities receive the highest possible standards of healthcare. Much of the research we fund is tailored to the needs of local communities and improves the care and services they receive. In addition, the results of this research often have much wider implications – feeding into improved medical practice nationally and internationally.





## Our Partners

We work closely with two main partners to co-develop and fund innovative and transformative projects in healthcare. These partners are Barts Health NHS Trust, and the Barts and the London School of Medicine and Dentistry, part of Queen Mary University London.

### Barts Health NHS Trust

Every year, Barts Health, one of the UK's largest acute NHS Trusts, delivers care to tens of thousands of patients – residents of East London and patients from elsewhere in the UK benefiting from its specialist services. In FY2017/18 our support for Barts Health totalled £15.6m.

Across its five hospitals – St Bartholomew's Hospital, The Royal London Hospital, Mile End Hospital, Newham Hospital and Whipps Cross Hospital – Barts Health provides services for people of every age, from newborns to those nearing the end of their lives. Its hospitals are the first port of call for local communities, and in many fields are also nationally important centres pioneering new approaches to care and treating patients from much further afield. In a multitude of areas, from cardiac care to children's orthopaedics, Barts Health delivers unrivalled levels of care.

### Barts Health at a glance

- One of the UK's largest NHS Trusts, with a turnover of around £1.4bn
- Employs around 17,000 people
- Provides care to some 2.5 million people in East London and beyond
- Nationally recognised expertise in multiple fields, including cardiac care, paediatrics, cancer, children's orthopaedics and trauma

### Barts and the London School of Medicine and Dentistry (the School)

Part of Queen Mary University, London, the School aims to improve the health and wellbeing of people throughout the UK and beyond through research and teaching excellence. It is home to scientists working on a range of conditions affecting local populations such as heart disease, cancer, TB, asthma, diabetes, HIV and high blood pressure. In multiple areas, School researchers are nationally and internationally recognised experts in their fields. As well as working to understand disease and develop innovative new treatments, they are also exploring practical matters such as how healthcare can best be delivered to patients. In FY2017/18 our support for the School totalled £14.4m.

### The School at a glance

- A member of the Russell Group of universities
- One of the UK's leading medical and dental schools, training new doctors and undertaking ground-breaking research, diving forward changes in clinical practice
- More than 3,200 students and 1,500 members of staff
- Ranked as one of the top five medical schools nationally in the latest Research Excellence Framework (REF) exercise

# How we work and our competitive advantage

We work closely with, and provide the bulk of our funding to, Barts Health and the School. Whilst these are distinct institutions, they work closely together to serve the same patient population, and many of their clinical/academic appointments are joint. Our unique collaboration delivers outstanding developments in healthcare owing to a number of factors:

## Building on excellence

Our funding goes to two of the UK's leading healthcare institutions, enabling them to build upon nationally (sometimes internationally) renowned levels of care and world-leading research.

## Strategic support:

Our primary goal is to enhance the health and wellbeing of the 2.5m people served by Barts Health. To maximise the impact of our funding we focus upon areas of excellence which reflect the joint strategic priorities of Barts Health and the School.

## Local relevance, global impact

Barts Health serves a highly ethnically diverse population. This has important implications for the nature of ill-health experienced and how it is treated. The School's research provides key insight into these issues to improve care for local people. But the ethnic diversity also means the findings of research are relevant to many other populations around the world.

## Integrating research and clinical care

The School's research is tightly integrated with Barts Health services. This ensures that research addresses the key issues facing local populations, helps clinicians contribute to research, enables more patients to take part in studies, and provides a pathway for advances in research to feed rapidly into clinical practice.

## Catalytic funding

Our 'pump-priming' of research enables researchers to generate preliminary data to support funding applications to major funding bodies – bringing in millions of extra pounds for research. Furthermore, our funding enables Barts Health to pilot innovative models of care delivery, paving the way for their wider adoption in the NHS.

## Unrivalled population health data

North East London benefits from a ground-breaking collaboration across Barts Health hospitals and local primary care, creating a shared data infrastructure going back 30 years and spanning 1.2 million people – a globally unique platform supporting research and improved patient care.

## How we make a difference

Our grants range across the whole spectrum of type and discipline. Some of the grants we have awarded in recent years were:

**£10m**

at Barts Cancer Institute to create capacity in five innovative fields of cancer research:

targeting the tumour at the cellular/ molecular level; targeting the tumour microenvironment; the genomics of cancer; screening and early diagnosis, and cancer prevention and risk reduction

**£7m**

on COVID-related projects supporting staff and patients. This includes wellbeing hubs, psychological support

and e-bikes for staff; iPads to allow patients to communicate with their families; and funding towards key research studies to further our understanding of COVID-19

**£6.8m**

for a complete remodelling of the Women's Health, Maternity and

Neonatal units at Whipps Cross Hospital, including the creation of dedicated research space

**£6.5m**

for the Barts Charity Lectureships, enabling the School to recruit up to 16

rising star researchers from all over the world, to lead the next generation of research

**£2.2m**

for REAL Health, exemplar projects to demonstrate that better use of health

data can help clinicians make real time decisions to improve care in the fields of child health, respiratory disease and cardiovascular disease

**£850k**

to launch a three-year programme to help young people in East London access science and healthcare careers in the NHS.

**£5.1m**

funding a state-of-the-art surgical robot for each of The Royal London Hospital and St Bartholomew's Hospital

## Department of Major Gifts

The Major Gifts team has, for several years, operated as a small, focused, high-performing team working with relatively small numbers of donors and senior volunteers. Over the next 18 – 24 months, with strategic investment into the Major Gifts team (and into supporting functions as necessary), we will increase the scale of our major gift activity, helping the Charity to fund even more transformational healthcare.

We feel passionately about the work that we do, working closely with clinicians, academics, researchers and senior leadership to understand the needs of the local population and the strategic priorities for healthcare. For the next four years we are focusing our fundraising efforts on the 900 campaign.



## Job Description

<b>Job title</b>	Senior Major Gifts Manager
<b>Department</b>	Major Gifts
<b>Reports to</b>	Director of Major Gifts
<b>Key relationships</b>	Major Gifts Philanthropy Board Ambassadors SMT and Trustees Prospects Barts Health Trust senior leadership and clinicians QMUL and Medical School academics and researchers
<b>Purpose of the role</b>	To manage donor relationships and all associated cultivation activity with a view to maximising future gift potential and to grow the Major Gifts pipeline.

## About Barts Charity

We are a charitable foundation fundraising to bring extraordinary healthcare to 2.5 million people in North East London and beyond. We fund ground-breaking research, state-of-the-art equipment and innovative healthcare projects that would not otherwise be funded by the NHS. Our work centres around Barts Health NHS Trust (which runs St Bartholomew's, The Royal London, Mile End, Whipps Cross and Newham University Hospitals) and the Barts and the London School of Medicine and Dentistry (part of Queen Mary University London) where there are six medical research institutes. Every year we generate funds totalling £30m, which in turn are awarded to strategically important areas for our partners, making us a nationally significant healthcare funder.

We are approximately 30 staff, based in Smithfield. Our teams comprise Funding & Impact, Finance, Major Gifts, Engagement & Fundraising and Marketing & Communications.

Regarding our values and behaviours, we:

- are ambitious, focused and positive;
- are impactful and proud of what we do;
- collaborate, innovate and are always learning;
- are energetic, friendly and support each other;
- behave with integrity, respect others and inspire trust

## About You

You will be a senior Major Gifts professional with a track record of securing £100k+ gifts. You will be a proactive, dynamic and ambitious individual who will help the team to deliver and grow annual income from individual, corporate partnerships and trusts. You will be able to think creatively to engage donors in your pipeline and to enhance the relationships that you will hold with senior volunteers. You will have excellent communication and interpersonal skills alongside the ability to influence and persuade prospects and senior volunteers.

You will be comfortable developing and maintaining relationships with key stakeholders – both internal and external.







## Person Specification

### We are looking for someone with:

#### Part One: Skills and Abilities

- A proven ability to work with and through other teams and departments to maximise results for an organization
- Confident, articulate verbal communication skills
- An intuitive, self-starting attitude with the ability to work independently as well as part of a team
- Excellent networking and relationship building skills
- Well-presented with immediate positive personal impact and credibility
- Meet deadlines, manage multiple work streams and prioritise tasks
- The ability to network and build relationships with people at all levels of seniority both internally and externally
- Able to present complex information in an interesting and accessible way relevant to different channels
- Excellent writing skills to produce the highest quality applications, proposals and reports

#### Part Two: Values and Behaviours

- Passionate about improving healthcare and the work of the hospitals, clinicians and researchers whom the Charity supports
- Ready to challenge through collaboration and partnership to raise the bar and unlock potential
- Always striving to improve both as an organisation and personally
- Takes a proactive and creative approach
- Works on own initiative and with minimal supervision

#### Part Three: Knowledge and Experience

- Proven ability to identify new funders
- Proven track record of securing six figure gifts
- Excellent use of Powerpoint, Excel and Microsoft Word
- Knowledge of the health sector / medical landscape
- Experience of working in charitable organisations



## Key responsibilities

### Strategic

- Identify opportunities for new fundraising initiatives
- Assist with the development and execution of a robust and sustained clinician engagement plan
- Devise effective stewardship plans with clear timetables and schedule of activities
- Continue and advance relationships with clinicians, academics, philanthropy board and trustees
- Develop and maintain relationships with all key stakeholders (notably but not exclusively key funders and from within Barts Health NHS Trust and Barts and the London School of Medicine and Dentistry)

### Operational

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### Other

- Keep up to date with relevant developments both inside and outside the sector
- Responsibility for any ad hoc projects delegated by the Director of Major Gifts

The above list of responsibilities is not exhaustive. From time to time, the postholder may be required to carry out other such duties that are broadly consistent with the role, as reasonably requested by the Charity.



## Terms of Employment

### Salary

c. £50,000 depending on experience

### Contract

Permanent, 5 days per week, 9.00am – 5.00pm, open to flexible working

### Location (currently working remotely)

Barts Charity, Ground Floor, 12 Cock Lane, London, EC1A 9BU

### Holiday entitlement

27 days plus bank holidays

### Pension and Other Benefits

8% employer's contribution, deferred membership for three months

Subject to completion of six-month probation:

- Interest free travel season ticket loan
- Private healthcare insurance (taxable benefit in kind)

### Professional Development

At Barts Charity we like to nurture our talent so upskilling our people with continuous training is important to us. We work hard to make sure Barts Charity is a safe, rewarding and inspiring place to work. We run an all-staff programme of roughly quarterly training covering both hard and soft skills – recent examples have covered Unconscious Bias, Being Assertive in the Workplace, Project Management and Presentation Skills. We also support each staff member with bespoke learning and development opportunities and encourage staff to identify and raise these with their managers. We are committed to supporting the mental health of our staff; we seek to provide a supportive culture where conversations about mental health challenges are normalised and staff can get access to external support services at any time.

## To Apply

Please send a CV and supporting statement (max. 1.5 pages, WORD format) to Philippa Randle at Charity People ([philippa@charitypeople.co.uk](mailto:philippa@charitypeople.co.uk)). In your supporting statement, please address the following points:

1. Tell us, in a paragraph, why we should give this role to you.
2. Give an example of a complex/ collaborative fundraising project you have worked on. What was the outcome and what have you learned from it?





**Charity People**  
PERMANENT AND TEMPORARY

**Charity People**

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