



Recruitment Pack

**Interim Major Donors and Partnerships
Fundraising Manager**

Interim Major Donors and Partnerships Fundraising Manager

Help transform the lives of Burns Survivors with your skills

The Katie Piper Foundation is a small, national charity founded in 2009 by Katie Piper OBE, a burns survivor. We provide rehabilitation to survivors of life-altering burns and scarring, addressing physical, mental and emotional wellbeing. We are the only charity in the UK providing a comprehensive burns rehabilitation pathway, giving long-term support to a survivor after their discharge from NHS acute care

Following a change in staffing we an opportunity for an experienced Interim Major Donor and Partnerships Fundraising Manager to join for a fixed term maternity cover for 12 months with potential for longer term opportunities. This is an exciting opportunity for a skilled relationship fundraiser to lead and grow our major donor and corporate giving streams. You will focus on excellent stewardship of existing supporters and the strategic acquisition of new donors and partners. You will play a key role in driving income growth and developing meaningful, long-term relationships that align with the values and mission of The Katie Piper Foundation.

The Katie Piper Foundation is a special place to work. The team's passion for this life-transforming cause is contagious. You'll be working alongside this team, supporting survivors from their initial application to The Katie Piper Foundation and throughout their rehabilitation journey, whether at home or when they attend the Rehabilitation Centre.

You will be supporting survivors, and therefore the lives of people who have been through the very worst and deserve to thrive.

If you have any questions or would like an informal chat about the role, please contact me at kate@katiepiperfoundation.org.uk or 07904 143894.

Thank you and Best wishes



Kate Naish, Chief Executive

Job Title: Interim Major Donor and Partnerships Fundraising Manager

Location: Home based with regular travel to meet supporters, often in London

Reports to: CEO (Kate Naish)

Direct reports: Fundraising support officer

Contract Type: Up to 35 hours. Open to flexible working arrangements.

About Us:

The Katie Piper Foundation exists to support survivors of life-altering burns and scars. We provide personalised rehabilitation such as psychotherapy, physiotherapy, scar treatment and a range of holistic therapies centred around each survivor's needs and goals. As a small but impactful charity, our team is dedicated, creative, and passionate about making a difference. This role offers a unique opportunity to be part of our journey, connecting with our amazing supporters and growing our fundraising capacity

Benefits

- Salary c. £41,200 FTE
- Remotely based role
- Flexible working arrangements available
- 28 days leave + public holidays (pro rata)
- Enhanced parental leave and sick pay
- Laptop, phone and home office set up provided

Job Overview:

This role is focused on managing the most important fundraising relationships at the Katie Piper Foundation. You will have extensive experience of corporate and major donor fundraising with an ability to engage with donors at all levels. You will have a key role in developing and executing fundraising campaigns, stewarding donor relationships, and ensuring the effective management of fundraising platforms and systems, as well as having overall responsibility for our corporate and major donor income targets.

Key Responsibilities:

1. Fundraising Strategy and Planning

- a. With the CEO, implement a comprehensive annual fundraising strategy, including pipeline management, event planning, and income generation.
- b. Reflect the strategy in an annual business plan and budget, with responsibility and accountability for planning of all activity
- c. Create a detailed stewardship plan to ensure strong, ongoing donor relationships and maximise long-term giving.

2. Corporate Fundraising

- a. Steward existing corporate relationships and develop strategies for re-engaging lapsed donors.

- b. Lead a strategic plan to acquire new corporate partners and grow corporate income
- c. Seek and represent the organisation at networking opportunities to build brand presence and corporate relationships.
- d. Set up and attend regular face to face meetings with prospects and donors.
- e. Establish, manage develop and maintain and corporate donor pipeline.

3. Major Donor Development

- a. Create and execute a stewardship plan for all existing major donors.
- b. Develop and lead a portfolio of major donor events, creating opportunities for engagement and increased support, working with our events manager as needed.
- c. Establish, develop and manage a prospects' pipeline to secure new major donations, with a focus on cultivating long-term relationships and increasing income.

4. Networking and Representation

- a. Represent the organisation in person at relevant fundraising events and networking opportunities.
- b. Attend events and fundraising activity as required to enhance stewardship and support fundraisers and donors.
- c. Seek new opportunities to expand the charity's presence and partnerships.
- d. Manage a diary of regular face to face meetings with prospects, supporters and donors, with regular travel, including London and some working outside of core hours

5. Budget and Financial Management

- a. Monitor and track fundraising income and expenditure to ensure targets are met and budgets are adhered to.
- b. Provide regular updates on budget progress to CEO and board.
- c. Create and manage contingency plans to mitigate income shortfalls.
- d. Work with the finance manager to ensure the correct coding of income and recovery of gift aid.

6. Fundraising Infrastructure and Systems

- a. Ensure the effective use of Donorfy for donor management with smooth integration with other fundraising systems.

7. Additional Duties:

- a. To at times take on additional duties needed to support the need of the charity and other team members.

Skills and Experience:

- Proven experience in fundraising, with a strong track record in individual and corporate giving, major donors, or event fundraising with evidence of meeting targets and growing income.
- Exceptional skills in communications, networking and relationship building with a proven and evidenced ability to engage with stakeholders at all levels.
- Experience in support acquisition and stewardship.
- Ability to develop and implement strategic plans with measurable outcomes.
- Experience in using fundraising CRM software (e.g. Donorfy or similar).

- Strong written and verbal communications skills.
- Creative and results-oriented, with the ability to identify new opportunities for fundraising growth.
- Knowledge of best practices in donor stewardship, philanthropy and fundraising.
- Ability to work confidently, autonomously and at pace in a home-based role.

How to Apply:

To apply, please send your CV and a cover letter answering the following questions and detailing your suitability for the role to hello@katiepiperfoundation.org.uk

If you would like an informal chat about the role before applying, please contact Kate Naish, CEO: kate@katiepiperfoundation.org.uk

Whilst we recognise the growing use of AI, we encourage you to craft your supporting cover letter personally to let your unique personality and experience shine through. Alternative approaches to the application are welcomed and submission by video or audio will be accepted. If you need any other adaptations to make the application process more accessible to you then please do not hesitate to contact us.

Closing date: Tuesday 1st September 2026