

**KidsOR**  
surgery for children



**Head of Corporate  
Partnerships**  
**Applicant Information Pack**

# Job Details

## Job Title

Head of Corporate Partnerships

## Reports To

Director of Fundraising

## Hours of Work

Full time, flexible working hours can be considered

## Location

Flexible, remote and in office options available. Minimum one day a week in KidsOR London office

## Salary

£50,000- £60,000

# Kids Operating Room

We believe in a world where every child has equal access to safe surgery.

That doesn't seem like such a big ask. Every child has a right to life and that shouldn't be taken away by an injury or illness that can be easily fixed. Children who battle cancer and undergo chemotherapy shouldn't get to the end of that process only to be denied the surgery that will offer them the chance of survival. Children who break an arm or a leg shouldn't live the rest of their lives in disability.

Babies who need simple procedures in the first hours of life shouldn't be left to die, and children born with urological conditions shouldn't be denied an education because they can't access the simple operation they need.



## Our Vision

A world where every child has access to safe surgery.

## Our Mission

1. Provide dedicated, specialist facilities and equipment for children's surgery in low-resource settings.
2. Support surgical teams to deliver safe surgery for children.
3. Evaluate and report on our impact.
4. Advocate for children denied access to safe surgery.



# Our Values

## Collaborative

We will continue to strengthen existing partnerships and seek out new ones where working with another organization will bring about access to care quicker and/or safer. We will endeavour to work with those organisations who share our values of quality health system strengthening over outdated mission-based care.

## Evidence based

We will grow our research program and use this to inform local public health actions that might reduce demand for care, an increased profile for children's surgery in low-resource settings; and a move towards health system strengthening funding from high-income donor nations.

## Trusted

We will aim to be trusted by clinicians to play a key role in their patients' care, trusted by donors to use their funds wisely, trusted by policy makers to support good decision making and respected by all through consistently high achievement.

## Innovative

We will embrace opportunities to innovate both in how we generate funds and how we spend them. We will seek out new technologies and support R&D in the surgical systems we are responsible for. We will adopt an entrepreneurial approach to income generation, embracing both traditional models and such other methods as allows us to further widen access to care. We will do this while never placing anything above the delivery of high-quality patient care.

## Fun

We will be a leading employer, celebrating success wherever that may be and always promoting team welfare and equality. We will recognise supporters and bring them with us on this journey and we will always seek to ensure everyone involved in KidsOR understands their importance, how they are making a difference and have them enjoy being part of that process.

## Responsible

We will prioritise quality and the management of risk at every level to ensure the safe delivery of our work. We will invest in our team to give them the greatest chance to succeed, and we will take measures to ensure we remain a diverse team with equality of opportunity for all. We will adopt an aggressive stance on reducing our carbon footprint, which will involve both internal change and the careful selection of suppliers to ensure our approach to carbon responsibility is not simply a green wash of existing actions.

## What We Do

KidsOR is a UK based charity that works with partner hospitals in low and middle income countries to develop high quality, safe surgical services for children.

We work closely with regional Surgical Colleges, the Global Initiative for Children's Surgery, partner NGOs and national Departments of Health to identify where the existing and/or training children's surgeons are. We then work with those people and their teams to ensure they have all the equipment they need to properly care for local children.

We also provide scholarships for children's surgery, helping strengthen local workforces and, in some countries, helping develop the first ever children's surgeon.

## Understanding our Impact

We are proud to partner with University California San Francisco, which carries out independent assessments of our units. In partnership with the local hospitals, we record every single operation and look at the wider impact on the child and family.

In refugee settings, we work with the University of Oxford to monitor and evaluate the impact of providing local care to displaced populations. This allows us to assess the real impact of providing safe surgical services and also the true geographic reach of that impact.

It also allows KidsOR to look at the economic benefit to a country or region of having high-quality surgical services for children.

## How we Work

Our co-founders, Garreth and Nicola Wood, are actively involved in supporting our charitable activities and are part of our Trustee board, which provide ongoing governance and guidance.

Garreth and Nicola founded Kids Operating Room with the vision of a world where every child has equal access to safe surgery. They firmly believe that access to surgery is a basic human right and that every child should receive urgent healthcare when they need it.

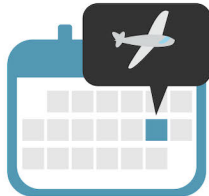
Our CEO, David Cunningham, is a global leader in developing charitable programs for children's health and has provided leadership to healthcare projects in the UK and across the world. David is a highly regarded charity regulation expert and is a board member of the UK Fundraising Regulator and a member of the regulators Standards Committee.

Day to day operational activities are split between four directors who manage teams based in Nairobi, Dundee, London and Edinburgh.

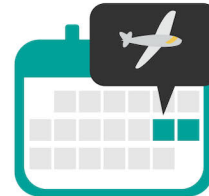


## Our Benefits

We offer a wide range of benefits to our employees, some of which are applicable upon successful completion of your probationary period and are listed below:



Up to 5 extra days of annual leave for service



'Purchase' up to 5 days of extra annual leave



Health and Dental Insurance



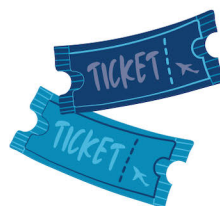
Day off on your birthday



Industry leading maternity and paternity leave



£30 monthly well-being allowance



Travel opportunities



# Our Commitment to Inclusion

Everyone benefits when people can bring their whole selves to work. Whether you're a volunteer, a prospective employee or a fulltime member of staff, at KidsOR we want you to feel involved in all aspects of our work and to have amazing opportunities during your time with us – regardless of your background.

We're working hard to build a KidsOR team that reflects the communities we serve – we know diversity makes us stronger as an organisation and more effective in what we do.

We welcome people regardless of age, disability, gender identity, marital status, race, faith or belief, sexual orientation, socioeconomic background, and whether you're pregnant or on family leave.



## About the Role

The Head of Corporate Partnerships provides strategic direction and management of KidsOR's existing and prospective corporate partners. You will develop and implement a strategy which aims to build, retain and grow corporate support. You will have accountability for delivering first class stewardship and achieving income targets.

As an experienced corporate fundraiser, you will be personally responsible for securing new multiyear partnerships and managing existing relationships. We are a small team, so looking for a candidate who will be happy to take a hands-on approach to secure and cultivate partnerships, while providing strategic leadership.

# Key Tasks and Responsibilities

## Leadership

- Develop and implement a corporate fundraising strategy focusing on cultivation of existing and growth of new partnerships.
- Budget, forecast and deliver against fundraising targets and monitor expenditure.
- Work collaboratively with the wider KidsOR team to support organisational objectives and activities.
- Build a positive team culture and working environment.
- Ensure best practice and adherence to the Fundraising Code of Conduct.
- To support the Director of Fundraising as required
- To keep up to date on Corporate market trends and share insight on how KidsOR should engage the private sector

## Partnership Management

- Provide excellent levels of support, stewardship, and communication to corporate supporters, providing bespoke opportunities and engagements for each partner.
- Draft and deliver against corporate partnership account plans, identifying areas of growth.
- Provide accurate and donor friendly reports to demonstrate the impact of our partner's investment.
- Deliver against income targets.

## Business Development

- Identify, prospect and secure new six-figure plus corporate partnerships.
- Build and engage a targeted pipeline of prospects which align with KidsOR's mission and ethical fundraising policy.
- Create compelling propositions which reflect KidsOR's operational needs and aligns with donor interests.
- Lead on contract negotiation and new partnership agreements.
- Deliver against income targets.

# Person Specification

## Knowledge and Skills

- Proven track record in similar role, ideally managing multiyear corporate partnerships and securing new six-figure partnerships.
- Ability to independently build and prospect new corporate partners and influence support.
- A relationship manager who has experience in a charity sector stewarding and cultivating corporate partnerships.
- Ability to think strategically to identify and analyse new opportunities to engage the private sector.

## Personal Qualities

- Excellent communication and interpersonal skills.
- Operates and negotiates with confidence with new and existing partners at a senior level.
- Ability to manage conflicting priorities, take responsibility for decision making and escalating appropriately.
- Ability and willingness to travel to corporate partnership meetings and KidsOR offices.

## How to Apply

Please send your CV and a short cover letter (no more than one page) demonstrating why you would be a good candidate for the role to: [hello@kidsor.org](mailto:hello@kidsor.org). Please put Head of Corporate Partnerships as the subject.

Closing date: Screening of candidates will take place from the 30th April 2024. Please note in line with GDPR, all personal documents (CV's, Cover Letters, etc.) are deleted and destroyed as soon as the applicable position has been filled.

Kids Operating Room is a Disability Confident employer and recognises our employees as our greatest asset; we will consider and implement reasonable adjustments you may require during our recruitment process and throughout your employment should you be successful. If you require any assistance with any part of the recruitment process please contact our Admin Officer on 0131 2970090 or email [Hello@KidsOR.org](mailto:Hello@KidsOR.org).

