

Sheffield
Hospitals
Charity

Philanthropy & Partnerships Manager

Job Description

September 2025

Hello you!

I'm Beth, CEO at
Sheffield Hospitals Charity.

At Sheffield Hospitals Charity, we do two things: we **raise** money and we **give** that money to support our NHS in Sheffield. Income generation is therefore a huge part of what we do and the Philanthropy and Partnerships Manager will be **central to our fundraising growth**.

Our NHS Trusts employ over **22,500** staff who care for over **two million** people each year. As the official charity of Sheffield Teaching Hospitals NHS Foundation Trust and Sheffield Health and Social Care NHS Foundation Trust, we have the **largest health remit of any charity in the city**. With various specialisms across our Trusts, patients from the surrounding areas in South Yorkshire and North Derbyshire are also cared for in Sheffield.

Last year, we launched our three-year strategy (2024-27) which seeks to put us on track with **exceptional relationships** across both our beneficiary NHS Trusts, developing **meaningful relationships** with all supporter audiences in Sheffield, and ensure that our grant-making is driving the greatest possible impact.

The Philanthropy and Partnerships Manager role has been developed to lead our high value fundraising: corporate, major giving (individuals) and Trusts and Foundations. In the role, you will work with teams across the charity, our SLT, our Trustees, and our two NHS Trusts to develop **high value funding propositions** and **supporter experiences** that support our strategy and grow high value fundraising.



We're looking for someone with experience of building **strong relationships** with professionals across the business community and high value funders. We like to do things a little differently here, so we're looking for someone with an **entrepreneurial spirit** and who is **creative** and **proactive** in pursuing opportunities.

My background is in fundraising strategy and communications. In addition to the support you'll receive from our Director of Fundraising, I'll be happy to help advise on anything that comes your way.

If you're up for a challenge and want to be part of a great team, I'd love to hear from you.

– Beth Crackles, **CEO**



We are Sheffield Hospitals Charity

We help Sheffield's hospitals, community teams and health and social care services to cover costs their NHS budgets can't. We fund support for patients and staff, life-changing research and more, so that we can enhance care from **birth to the end of life and everything in between.**

We provide additional funding to **Sheffield Teaching Hospitals NHS Foundation Trust** and **Sheffield Health and Social Care NHS Foundation Trust** who support people at every stage on life's journey. From welcoming babies into the world on the **Jessop Wing**, to supporting cancer care at **Weston Park**, and specialist care at the **Royal Hallamshire, Charles Clifford** and the **Northern General**.

Somewhere along the line, our funding is likely to have helped you or someone you love.

As well as funding provisions for patients, our grants also contribute to training, equipment and wellbeing projects for NHS professionals.

By looking after the staff and services at the centre of patient care, we're making sure they're ready to look after you.

The work we fund is only possible through generous donations, fundraising events, corporate support and a coming together of our community. With your help, we'll make sure that the care you and your loved ones receive is the best it can be.

Further information:

[Sheffield Hospitals Charity Strategy 2024-27](#) and [Impact Report 2023/24](#).

Our vision

Every person cared for and working in our hospitals, community and social care services is treated with compassion and has access to the best equipment and treatments in the best environments.

Our mission

We help Sheffield's hospitals, community teams and health and social care services to cover the costs that the NHS can't. By funding support for patients and staff, life-changing research and more, we enhance care from birth to the end of life and everything in between.

Our values and behaviours



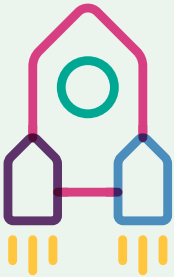
We're the best together

We work collaboratively with our beneficiary Trusts and other organisations to have the greatest impact for the people of Sheffield. We help our supporters and volunteers to give back to the NHS in ways that suit them. We employ talented people and encourage each other to be the best we can be.

Expected behaviours:

- I seek input from my colleagues and take advice from others to deliver the best I can
- I proactively seek out opportunities to collaborate with others so that we can achieve more for our NHS
- I look after and look out for my colleagues; lending a hand and lifting them up

We go the extra mile

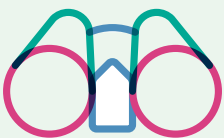


Whether you're a patient, NHS staff, supporter or employee, we strive to make people feel uplifted. Our funding is always above and beyond what the NHS can provide, and we ask, 'How can we fund the best outcomes in this area?'. We go the extra mile for each other, our beneficiaries and our supporters, and ask, 'How can we help?'. As a team, we celebrate our successes and work hard to improve and innovate.

Expected behaviours:

- I am audience-led, in line with the needs of the charity, giving people the best experience of working with Sheffield Hospitals Charity
- I am proactive and solutions-focused, bringing proposals and solutions to the table
- When I can't help to deliver a task or solve a problem, I aim to find someone who can

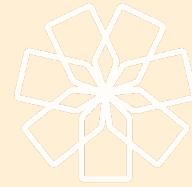
We look to the future



We help build a brighter future for the NHS in Sheffield. When funding, we ask, 'How will this help our Trusts now and in the future?'. As a charity, we aim to be financially and environmentally sustainable. When investing in our charity, we ask, 'Does this help build a sustainable organisation and a happy, productive team?'.

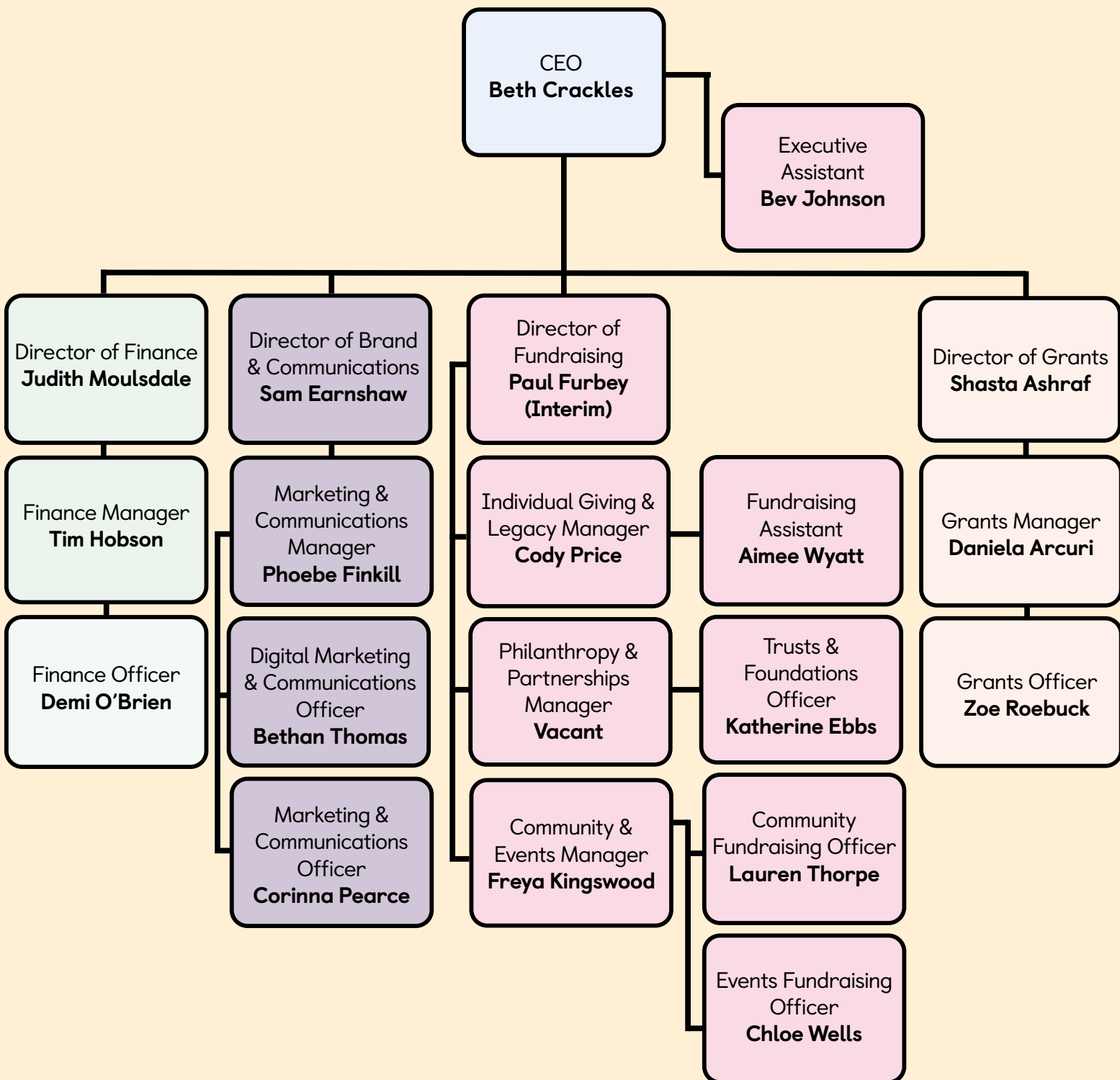
Expected behaviours:

- I consider what is best for the charity, not just my area, and I think about the short, medium and long-term when making decisions
- I make time for learning as an individual and with my team, and take learning into future projects
- I am ambitious for the charity and bring new ideas and ways of working to help us be better



Sheffield
Hospitals
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Our structure



Job description

Philanthropy & Partnerships Manager

Responsible to: Director of Fundraising

Responsible for: Trusts & Foundations Officer

Hours: 1FTE – 37.5 hours per week, permanent

Location: Sheffield Hospitals Charity, Leah's Yard, Sheffield, S1 4HP (hybrid, e.g. some home-working, and flexible working options available)

Salary: £38,000 – 42,000 FTE

Key working relationships: Directors, Managers and wider charity staff, Sheffield Teaching Hospitals NHS FT staff (namely Finance, IT and Facilities), Sheffield Health and Social Care NHS FT (namely Finance), charity supporters, volunteers and suppliers

Equity and diversity: Sheffield Hospitals Charity is committed to equity and diversity and we positively welcome applications from all backgrounds and sections of the community. Should you require any assistance in applying for the position, please get in touch. If you can do the job and bring a new perspective, we would love to hear from you.



Purpose of the role

The **Philanthropy and Partnerships Manager** will play a central role in growing high-value income streams and building meaningful relationships with individuals, corporates, and grant-making bodies. Managing a small team and working closely with senior leaders and NHS stakeholders, you will develop and drive forward an ambitious programme of philanthropic fundraising to support the work of Sheffield Hospitals Charity.

You will be joining us after the conclusion of the Master Cutler's Challenge 2025, during which we have developed new relationships with corporates and individuals across the city. In recent months we have appointed a Trusts and Foundations Officer – who you will line-manage – who has a sound pipeline and projects to fundraise for. We also aim to bring in more capacity to this team over the coming 6-12 months, to support with corporate and high value individual relationships.

In summary, if you have the drive, you will have the opportunity to grow something special from the sound foundations we have laid.



What you'll be **responsible** for

Strategic Leadership

- Develop and deliver a high-value fundraising strategy to grow income from major donors, corporate partners and trusts/foundations.
- Create and maintain a strong pipeline of prospects, and develop compelling propositions aligned with strategic funding priorities.
- Work with internal stakeholders (e.g. charity staff, Trustees, NHS colleagues) to co-create impactful cases for support.

Relationship Development

- Lead on cultivating and stewarding a portfolio of high-value supporters, including individual donors, corporate sponsors, and grant-makers.
- Develop bespoke engagement plans, proposals and impact reports tailored to donor motivations and interests.
- Represent the charity at external meetings, cultivation events, and networking opportunities.

Management and leadership

- Line-manage the Trusts and Foundations Officer and (when appointed) the Philanthropy and Partnerships Officer, supporting their development and performance.
- Provide leadership across the organisation on high-value fundraising approaches, and contribute to the charity's wider fundraising and communications work
- Collaborate with the Director of Fundraising and CEO to engage Trustees and other senior stakeholders in major donor and corporate activity.

Fundraising Delivery

- Personally manage a portfolio of key donor and partner relationships, securing five- and six-figure gifts.
- Identify and approach new funding opportunities across the private and charitable sectors.
- Deliver a programme of cultivation and stewardship events to engage and thank supporters.

Monitoring and Reporting

- Use the charity's CRM system (Beacon) to manage supporter data, track pipelines and record engagement activity.
- Report regularly on income performance, KPIs, and activity plans to the senior leadership team.
- Ensure compliance with fundraising regulations, GDPR and the Fundraising Code of Practice.

N.B This job description summarises the key features of this role, it is not intended to be a detailed description and does not cover all the duties that the job holder may reasonably be expected to fulfil.



What you'll bring

Experience and knowledge	Essential or Desired	Assessment A/I (Application/ Interview)
Proven track record of securing and stewarding high-value gifts (£5k+) from corporate partners, major donors or trusts.	E	A, I
Strong people management and leadership skills, with experience of supporting or developing team members.	E	A, I
Excellent interpersonal skills, with confidence to build relationships with senior stakeholders, NHS staff and high-net-worth individuals.	E	I
Outstanding written communication skills, with the ability to craft compelling proposals and impact reports.	E	A, I
Strategic and organised, with the ability to manage competing priorities and meet deadlines.	E	I
A commitment to the values of the NHS and the mission of Sheffield Hospitals Charity.	E	I
Experience of working in or with NHS or healthcare-related charities.	D	A

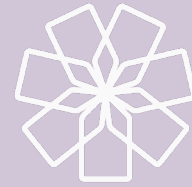
Experience and knowledge	Essential or Desired	Assessment A/I (Application/ Interview)
Familiarity with Beacon or similar fundraising CRMs.	D	A
Knowledge of best practice in charity fundraising, including compliance, ethical fundraising and donor stewardship.	D	A, I
Event management experience, especially in relation to high value fundraising.	D	A, I

REDSHOEWALK

Helping people live better with dementia



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Employee **benefits**

We want all our team at Sheffield Hospitals Charity to be passionate, professional, friendly, and inclusive. We care about what we do to support our NHS and the work we do together.

Sheffield Hospitals Charity benefits include:

- 25 days annual leave (plus Bank Holidays).
- 3 days additional leave covering office closure over the Christmas period.
- 6% pension contribution
- Westfield Health Cover
- NHS Blue Light Discount Card
- Death in service cover
- Enhanced leave policies (including sickness, maternity, paternity, adoption)
- Hybrid working and TOIL policies
- Excellent training and development opportunities
- Open plan offices at Leah's Yard in the Heart of the City



How to **apply**

To apply, please submit your CV and a cover letter outlining your interest and suitability for the role to hrshc@shct.nhs.uk

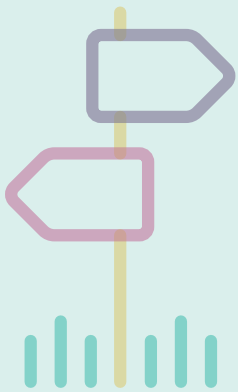
Application deadline: 12noon, Thursday 18 September 2025

Shortlisting: Monday 22 September 2025

Interviews: Monday 29 and Tuesday 30 September 2025



Where to **find us**



Sheffield Hospitals Charity,
Leah's Yard,
20 Cambridge Street
Sheffield
S1 4HP



www.sheffieldhospitalscharity.org.uk



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SHCFundraising