

**THINK
Recruitment**



Corporate Partnerships and Philanthropy Manager

Location: Hybrid - London or Huddersfield
(minimum 1 day p/w)

Salary: £36,000 - £43,000 p/a plus £2,000
London Weighting

Hours: 37.5 per week

Contract: Permanent

Closing date: Midnight Monday 17th November 2025



Welcome from Suzanne Hudson, Chief Executive at Guts UK

We're getting to grips with guts. Will you join us?

Thank you for your interest in joining our team at Guts UK.

Guts UK is committed to a world where digestive conditions are better understood, better treated and everyone who lives with one gets the support they need. Too many people are suffering or dying in silence or alone. They don't know where to turn for information or support, diagnosis takes too long for many, and treatment can often come too late.

We are the only UK charity funding research into the digestive system from top to tail, covering the gut, liver and pancreatitis. We raise vital awareness of digestive conditions, fund life-saving research, and provide patients and loved ones with expert information and support – we are informed by evidence and expertise, our community, and the patient voice.

In early 2025 we launched our new five-year strategy, and we have big ambitions for the future. We are seeking a Corporate Partnerships and Philanthropy Manager who shares our passion for helping the UK get to grips with guts; someone whose skills, expertise, and dedication to our cause can help us reach and support even more people.

This is a very exciting time to be joining Guts UK. We look forward to hearing from you. Thank you for your interest and I look forward to meeting you,

A handwritten signature in black ink that reads 'S. Hudson'.

Suzanne Hudson, Chief Executive

Background on Guts UK

Guts UK is the only charity that covers the digestive system from top to tail, including the gut, the liver and the pancreas. We work actively and collaboratively with other charities across the UK. However, with our own limited resources, we choose to focus particularly on the conditions that have no other specific charity or voice - conditions that are underserved, such as pancreatitis, diverticular disease, irritable bowel syndrome (IBS), childhood gut and liver disease, and digestive cancers.

Our **vision** is a world where digestive conditions are better understood, better treated and everyone who lives with one gets the support they need.

Our **mission** is to improve the lives of the millions of people affected by digestive conditions.

We deliver this through three objectives:

1. **Providing expert information:** when armed with the right information, patients can take control of their health and make informed decisions. We provide evidence-based information and guidance to patients, carers and health care professionals.
2. **Raising public awareness:** Research shows that 58% of people are embarrassed to talk about their digestive conditions or symptoms. We run campaigns and events to spread awareness and education to empower people to speak up and seek help.
3. **Funding and driving research:** We fund awards, grants, prizes and fellowships into the entire digestive system. We involve our patient panel in all our research decisions and in our work on policy, pathways and treatments, and we run Priority Setting Partnerships to ensure research is focused in the areas that will drive the most difference.

Guts UK's values are **bold**, **brave** and **united**.

Our values, alongside our foundations of being **inclusive**, **collaborative** and **engaging**, underpin everything we do and reflect the people we support who are affected by digestive conditions every day.



The role: Corporate Partnerships and Philanthropy Manager

The Corporate Partnerships and Philanthropy Manager is an exciting new role, joining our small and expanding fundraising team.

This new role supports the delivery of our ambitious plans to develop and grow income from corporate partners including pharmaceuticals and high net worth individuals. You will proactively lead on identifying, developing and delivering high and mid value partnerships. Utilising your excellent relationship management, you will think creatively and strategically to develop compelling proposals.



The Fundraising Team at Guts UK is a small, tight-knit team so this post holder will work closely with the Senior Fundraising Manager and Chief Executive as we establish, develop, and retain these valued relationships.

Who are we looking for?

Guts UK is looking for a dynamic and strategic Corporate Partnerships and Philanthropy Manager with a proven track record of securing support from corporate partners and major donors.



This role, with support from the Senior Fundraising Manager, will develop and lead the corporate and philanthropy strategy. As such, Guts UK needs an experienced, corporate and/or philanthropy fundraiser with well-developed relationship management skills. Someone who is excited by the opportunity of shaping, developing and elevating these important supporters for the charity.

The Fundraising Team enjoys working together, so Guts UK is keen to find a candidate who can both work autonomously and independently but who will also be a great team player who enjoys collaborating with colleagues to deliver a dynamic and innovative programme of donor cultivation and stewardship. The culture within the Fundraising Team is one of trust and a focus on working from a supportive first perspective. The candidate will manage their own workload and priorities – keeping their manager updated but being empowered to deliver the programme within agreed boundaries.

You'll be a proactive self-starter, equally motivated by securing new business and building a major donor pipeline as you are by delivering exceptional ongoing stewardship to existing supporters. As part of Guts

UK's plan to develop corporate and major donor income, Guts UK will be planning cultivation events so a candidate with experience or understanding of high value events would be helpful but not essential.

The Guts UK team is a supportive and friendly team so this post holder will have a positive attitude, alongside ambition to succeed and resilience. Guts UK is keen to foster creativity and innovation so there will be space to try new things, as appropriate and subject to budget availability. The Fundraising Team work closely with supporters typically impacted directly, or with family, friends and colleagues affected by digestive issues, so the successful candidate will bring a warmth to their interactions with supporters and will be supported to develop an understanding of the nature of the conditions faced by those Guts UK support.

Areas of opportunity:

This is an exciting time to join Guts UK as they invest in the growth of the fundraising team and build real momentum across corporate and philanthropic giving.

Developing the corporate pipeline

The foundations are in place for solid corporate support. Relationships with pharmaceutical companies are being cultivated, meetings are already secured, and interest from new sectors such as legal is emerging. The successful candidate will undertake the full remit from nurturing warm leads to developing creative Charity of the Year partnerships.



Guts UK have some fantastic corporate partners including Imodium, Yakult and pharmaceuticals, but are keen to secure more and broaden the appeal to companies in new sectors. The charity is at a stage where the success from their existing partners can be leveraged to obtain further support and investigate potential for truly transformational and strategic partnerships.



There's huge scope to shape how the charity engages and stewards' corporate supporters from the ground up. Guts UK have made great inroads to engage corporates, so the successful candidate will be someone who can convert interest and engagement into action and committed support. The post holder will test ideas, make your mark, and help define what great corporate engagement looks like for the charity.

Growing philanthropic support

There is an exciting opportunity to establish and grow Guts UK's philanthropy programme. There are green shoots to nurture, activities to support philanthropic growth planned such as cultivation events planned and this post will play a central role in developing meaningful relationships with individuals who share the vision of Guts UK. This post holder will really shape the approach to the philanthropy income stream in collaboration with the Senior Fundraising Manager.

Given the current stage of activity across both income streams, there is huge scope in these areas that will have an exponentially bigger impact.

The charity is looking for the post holder to bring corporate and philanthropy experience, so that the programme can grow in line with the strategic direction

Investment in the charity



Charity-wide, Guts UK is in a period of growth. Investment across the past year alone has seen the charity grow by 8 members to nearly 20 in total. The charity is small but mighty – keen to punch above its weight and deliver for its beneficiaries. Guts UK is in the fantastic position of having leadership support and continued future investment planned in the fundraising team.

Areas of potential challenge:

Developing a solid philanthropy pipeline:

The focus on philanthropic donors is relatively new for Guts UK. As mentioned, there are green shoots to nurture, but the work is at an early stage and potential is yet to be fulfilled. For the right candidate, this will be seen as an exciting opportunity to really shape and grow a key income stream. The successful candidate will approach this with optimism and resilience and bring a creative approach to the function.

Understanding the audience:

Digestive health is a current and important issue. Previously seen as something people didn't talk about; there is now more conversations happening about digestive health which presents opportunity. Key to the success in this role will be to understand the impact both physically, socially and socio economically. This will support the growth of a robust, targeted and relevant pipeline and ensures the post holder time is effective



Key Responsibilities:

Direct responsibilities:

- Lead on the development and delivery of the corporate partnership and major donor programme in line with our fundraising strategy
- Develop and implement annual workplans achieving in year targets and other key objectives
- Build and manage a robust pipeline of corporate (including pharmaceutical companies) and major donor prospects
- Develop compelling proposals and presentations for prospective new partners

- Build relationships and create partnership opportunities with identified companies, securing both one and multi-year partnerships.
- Lead on the financial management of the corporate partnerships and major donor income and expenditure budgets
- Support the design and delivery of events to cultivate relationships with donors and prospects
- Maintain accurate database records to ensure effective and timely communication
- Develop relevant copy and briefs for collateral required to support Corporate and Philanthropy income streams
- Report regularly to the Senior Fundraising Manager
- Maintain regular contact and collaboration with internal stakeholders to ensure a high-quality suite of materials and stewardship plans
- Keep abreast of the corporate partnership and philanthropy environment in the wider charity sector

Wider charity responsibilities:

- Work closely with colleagues across the charity for the benefit of our supporters and service users
- Ensure compliance with charity policies and procedures
- Demonstrate behaviours in line with the charity values and maintain the reputation and standing of the charity
- Other duties as requested by Chief Executive and/or line manager



Person Specification: Corporate Partnership and Philanthropy Manager

Person Specification

Experience

- Proven track record of securing and growing significant income from corporate partnerships and/or major donors, with demonstrable results against targets.
- Evidence of success in both developing new high-value relationships and delivering outstanding stewardship that drives long-term supporter commitment.
- Experience in delivering income and expenditure budgets, including risk mitigation and contingency planning.
- Confidence in understanding fundraising regulations and relevant legislation to the role/income streams e.g. Fundraising Regulator, Gambling Commission, Advertising Standards Authority

Skills and abilities:

- Ability to understand, analyse and accurately report on financial information for a range of audiences.
- Demonstrable written skills in creating compelling and engaging pitches, proposals, stewardships materials and daily communications, with the ability to tailor communications to a range of audiences.
- Interpersonal, influencing and relationship-management skills that demonstrate confidence and capability in building effective relationships across all levels including internal and senior stakeholders, potential high-value donors, existing donors and others.
- Present professionally and confidently across virtual and face-to-face settings, including conducting and managing face to face meetings, attending events, liaising with donors and key stakeholders and when representing the charity as required.
- Able to effectively prioritise own workload without oversight and ensure deadlines are adhered to, juggling multiple priorities simultaneously.
- Digitally literate with experience of using MS Office (Word, Excel, PowerPoint, SharePoint, Teams) and fundraising databases (Guts UK currently use Raiser's Edge)
- A demonstrable commitment to ongoing learning and professional development.

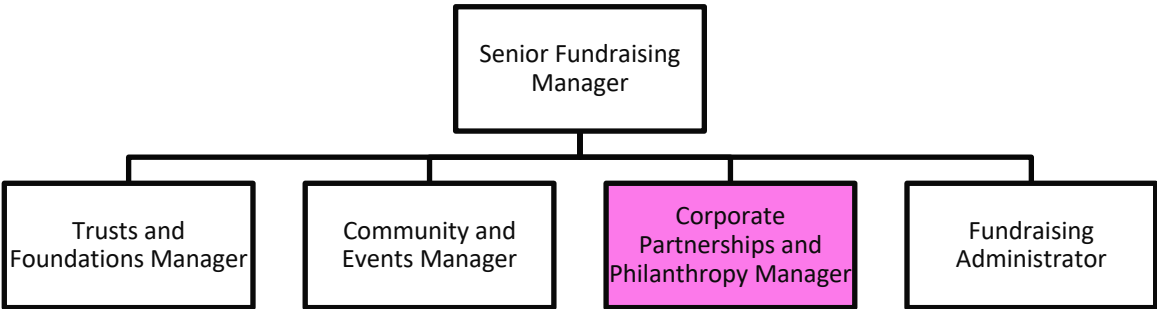
The below would be an advantage, but aren't essential:

- Experience of working within a small team environment
- Knowledge and experience in the health charity sector
- Appreciation and understanding of working with pharmaceutical companies
- Knowledge and awareness of the needs of people affected by digestive health conditions

Our Fundraising team

We are big enough to matter but small enough to be agile to opportunities and for every staff member to make an impact.

Our Fundraising Team are currently structured as follows.



Benefits & life at Guts UK

Salary	£36,000 - £43,000 plus £2,000 London Weighting Guts UK may recruit at any point along the salary band depending on candidate experience Salaries are benchmarked and reviewed annually.
Hours	37.5 per week
Contract length	Permanent
Location, travel, and flexible working	Guts UK are committed to being a flexible employer, to attract and retain the very best talent. We have office space both in London and Huddersfield and welcome applications from candidates who can work on a hybrid basis (minimum 1 day a week in an office) from either location. Home working is fully supported, and necessary adjustments can be made as needed. As a small national charity, it is important for us to get together in person as a team. Travel and overnight stays are required for team and other days, with expenses and travel costs for charity-wide/team meetings met by the charity. As a small team, we share the responsibility of representing Guts UK at events and conferences. Again, travel and expenses will be met for authorised work activities, but travel costs for hybrid working in the office will be covered by the post holder.
Annual leave	27 days annual leave plus public holidays In addition to the standard annual leave allowance, employees benefit from time off when Guts UK's offices are closed. This includes 3 days in-between Christmas and New Year, and an additional 2 at Easter (currently either side of the BH weekend).
Pension	3% employer contribution
Other benefits	• Employee assistance programme including access to annual health check and digital GP • Dedicated training and development budget to support employees individual training needs and conference attendance

If you have questions about the benefit package, or if there are policies you would value seeing before continuing in the selection process, please do reach our via recruitment@thinkcs.org and we will be happy to find out the information you need.

Equality, Diversity and Inclusion

Guts UK believes everyone has the right to be treated equally and with respect. The charity is an equal opportunities employer and are committed to, and promotes, its policy of equality of opportunity through the equal treatment of all and opposing all forms of discrimination in the workplace.

During this recruitment process at Guts UK, we will ensure that individuals are recruited without reference to any protected characteristic, and that no one will receive less favourable treatment or, for any reason.

As part of the selection process the charity is committed to ensuring that the selection criteria are strictly job-related and essential to the requirements of the role, and only those qualifications and skills that are important and relevant to the job are used as criteria for selection.

If you have a disability which means you are unable to meet some of the job requirements, specifically, because of your disability, please address this in your application. If you meet all the other criteria, you will be shortlisted, and we will explore jointly with you if there are ways in which the job can be changed to enable you to meet the requirements.

The charity's recruiting managers will ensure no decision is made, or preference stated, in advance which could unfairly influence the outcome of the recruitment process.

Full Equal Opportunities Policy is available upon request.

If there is anything THINK Recruitment can do to make any reasonable adjustments to ensure you can engage fully in the process, please do contact Jo McGuinness at recruitment@thinkcs.org for a confidential discussion.



How to apply

To express interest in this role, please email recruitment@thinkcs.org with a copy of your CV.

Our recruitment manager will have a conversation with all suitable applicants prior to longlisting. Please note that candidates who have not had an initial conversation will not be considered for longlist.

To complete your application for the role, following the initial call you will be provided with screening questions to answer instead of a cover letter or supporting statement. Please ensure you get in touch with enough time to have an initial call and receive the screening questions ahead of the role closing.

We are offering informal calls with the recruiting manager for this role – Dani Freedland. If you are interested in having an informal call, please flag this during your initial call with THINK Recruitment and we will arrange.

Initial calls with THINK Recruitment	24 th October – 17 th November
Time held for informal calls with recruiting manager	Across 6 th , 7 th and 11 th November
Closing date	Midnight Monday 17 th November
Invites to candidates	EOD Wednesday 19 th November
Stage 1 interviews (in person)	Tuesday 25 th November
Stage 2 interview (if required)	Friday 28 th November
Decisions by	EOD Monday 1 st December

We will do what we can to keep the selection process to one stage, however if the panel face a difficult decision they may need to extend to a second stage.

At point of invite candidates will be provided with further information such as the panel, any interview tasks and provided the interview questions in advance to support with preparation.

If there are any reasonable adjustments THINK Recruitment can make to ensure ease of participation in the selection process, please do get in touch. All discussions are confidential.



Thank you for your interest, please do get in touch if you have any questions.

Jo McGuinness
Senior Recruitment Manager
recruitment@thinkcs.org

The logo for THINK Recruitment features the word "THINK" in white, bold, uppercase letters on a black rectangular background. Below it, the word "Recruitment" is written in pink, bold, lowercase letters on a black rectangular background. A small black square is positioned to the left of the "Recruitment" text.

THINK
Recruitment

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