



Corporate Partnerships Manager

Recruitment Pack

Thank you for your interest in our Corporate Partnerships Manager role. Ayrshire Cancer Support has operated since 1982, providing emotional support and practical help to those affected by cancer; this role will play a valuable part in supporting the services we offer.

An exciting opportunity has arisen within Ayrshire Cancer Support for a dynamic, outgoing professional with a talent for building relationships to join a small, but impactful and likeminded team.

Reporting to our Director of Income and Marketing, you will initiate, plan and execute fundraising initiatives, with an emphasis on corporate and fundraising events. You'll be responsible for engaging with corporate partners and local businesses to secure donations, sponsorships and partnerships.

You'll build strong and lasting relationships with existing corporate partners, researching and generating innovative ideas to support and increase their fundraising activities. You'll apply significant focus on attracting new partnerships, cultivating relationships through pro-active networking.

You'll have excellent communication, sales, negotiation, and organisational skills, with a track record of achieving financial targets. You'll also work collaboratively with our wider team to plan and execute a range of events.

Whilst charity fundraising experience is desirable, this is not essential. This is a full-time role totalling 35 hours per week and will require some evening and weekend working, with travel throughout Ayrshire.

**You'll find full details of the role, including how to apply,
within this Recruitment Pack.**

compassion
care &
kindness

delivered with integrity

www.ayrshirecs.org

01563 538008



About Us

We provide essential services and support across Ayrshire, free of charge, to people affected by cancer and their families. As the sole organisation in Ayrshire dedicated to providing practical, emotional and clinical support for all stages of the cancer journey, Ayrshire Cancer Support relies on donations and fundraising to deliver high quality, professional facilities and services that the people of Ayrshire depend on. From our warm, welcoming drop-in centres, through to transport to vital appointments patients may not otherwise get to, and a wide range of tailored support services in between, we are here for everyone in Ayrshire impacted by cancer, whatever the nature or level of their need.

About the Role

Our Corporate Partnerships Manager will...

- Manage a portfolio of existing and new partnerships, providing first-class account management and support.
- Identify and develop new corporate partnerships, managing the approach and building our pipeline through effective networking and relationship management.
- Monitor, evaluate and report on progress against partnership targets, activities and budgets.
- Pro-actively attend a variety of networking and other associated events throughout Ayrshire, which will involve some out of hours working.
- Support fundraising colleagues to create, plan, implement and execute events in the community, contributing ideas and knowledge.
- Work collaboratively with our wider team creating marketing materials to inspire, support and ensure every supporter feels valued, appreciated and informed.
- Make effective use of our database, delivering excellent standards of supporter experience, ensuring our systems and details are accurate.
- Work in line with the Fundraising Code of Practice, abiding at all times by the rules set out within General Data Protection Regulation (GDPR).

The wide range of vital services we provide costs £3000 per day.



The highest standard of care and support.

Provided by professionals, funded by donations.



About You

Ideally, you'll have experience of...

- Working effectively within a corporate or sales role, however you may have a background in retail or hospitality.
- Engaging, stewarding and maximising corporate customers, accounts and/or partnerships, both in-person and digitally.
- Excelling at event management and coordination, engaging corporates, their employees and our supporters.
- Implementing bespoke digital fundraising propositions.
- Successfully delivering financial budgets and operational objectives.
- You'll have a passionate interest in the charity sector, with the ambition to further your fundraising knowledge and experience.

You'll demonstrate...

- Compassion, Care, Kindness and be passionate about our values and supporting people affected by cancer.
- Confident networking abilities, strong presentation, communication and interpersonal skills.
- A first-class work ethic and be able to pro-actively work on your own initiative, as well as being a great team player.
- Proficiency in handling multiple demands and priorities, as well as working effectively to deadlines.
- Ability to work at a fast pace, to demanding targets and make swift decisions to deliver effective solutions.
- Enthusiasm and be open to change and feedback, whilst being adaptable and flexible to ways of working.

**A full driving licence and access to a vehicle for work purposes
is an essential requirement of the role.**





AYRSHIRE CANCER SUPPORT

We're here for you

What We Offer

Salary

£24,570- £30,000 dependent on experience

Annual Leave

36 days, inclusive of Bank Holidays

Entitlements

Employer Contribution Pension
Health Cash Plan

Location

Ayr Centre (KA8 8LD) / Kilmarnock Centre (KA1 1EQ)
Travel within Ayrshire will be required

Emotional support and practical
assistance

AYRSHIRE
CANCER
SUPPORT
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How to Apply

Please submit your CV and a covering letter which explains why you believe you'll be the ideal candidate for the role. Please email these directly to: HR@ayrshirecs.org

If you'd like to discuss the role, please request a call-back via the email address above.

Deadline for applications is Friday 20th February 2026, however we may review this date dependant on application volumes.

We're keen to ensure that our recruitment process is inclusive. If you'd find it beneficial to submit your application in a different format, please let us know and we can discuss appropriate options.

Your privacy is important to us. By submitting the information required in this process you consent to your data being processed under the relevant provisions of current Data Protection Acts, and any subsequent changes to this. Our Privacy Notices are available to view on our website.