

THINK
Recruitment

Candidate Pack: Fundraising Development Manager

Location: Hybrid with presence in London office 1-2 days p/w

Salary: £36,500 - £42,000 per annum

Contract: Permanent

Hours: Full-time 35 hours per week

Closing date: Monday 5th October 2026

**Saving and improving the lives
of those living with chronic
bowel conditions**



Welcome from Amber Woodward-Brown, Head of Fundraising & Communications at Bowel Research UK

Thank you for your interest in joining Bowel Research UK.

As Head of Fundraising and Communications, I am delighted that you are considering becoming part of our team at such an exciting time in the charity's journey. We are a passionate and committed organisation, united by a shared ambition to improve the lives of people affected by bowel cancer and bowel disease through pioneering research.

Over the last year, we have been building strong foundations for future growth. With a clear vision, an ambitious strategy, and a dedicated team, we are creating new opportunities to increase awareness, strengthen supporter engagement, and generate the income needed to fund life-changing research. There is a real sense of momentum across the organisation, and it is a fantastic time to join us.

At Bowel Research UK, collaboration, creativity and compassion sit at the heart of everything we do. We are proud of our supportive culture and the genuine commitment our colleagues bring to their work every day. No matter your role, you will have the opportunity to make a meaningful contribution to our mission and help shape the future of the charity.

We are looking for someone who shares our passion, brings energy and fresh ideas, and is excited by the opportunity to grow alongside us. Whether your motivation comes from personal experience, a commitment to improving health outcomes, or simply a desire to make a difference, we would love to hear from you.

Thank you for taking the time to learn more about this opportunity. I hope the information in this pack gives you a sense of who we are, where we are heading, and the impact we can achieve together.

I look forward to receiving your application and wish you every success throughout the recruitment process.

With best wishes,

Amber



Background on Bowel Research UK

Bowel Research UK is a national medical research charity dedicated to funding new treatments and potential cures for bowel cancer, inflammatory bowel disease and other bowel disorders. Their goal is to save lives while also enabling people living with chronic bowel conditions to enjoy a much better quality of life.

Bowel Research UK was founded in 2020 following a merger between two well-respected charities: Bowel & Cancer Research and Bowel Disease Research Foundation. Today Bowel Research UK is funding life-changing research into bowel cancer and other bowel diseases.



In the UK, three quarters of a million people live with serious bowel conditions, and tragically, more than 17,400 people die from bowel cancer every year. It's the second deadliest cancer in the UK. Bowel cancer and other bowel diseases are woefully underfunded, even though the fact that these conditions can affect anybody; 1 in 17 men and 1 in 20 women will suffer from bowel cancer during their lives.

This must change. Bowel Research UK is working hard to find better treatments for bowel cancer and other bowel diseases, so people can live longer and enjoy a better quality of life.

They believe that a cure for bowel cancer and effective treatments to mitigate, or entirely eradicate, other bowel diseases remain possible – but only if they continue to fund leading research and invest in scientific and medical communities today, to see the benefits tomorrow.

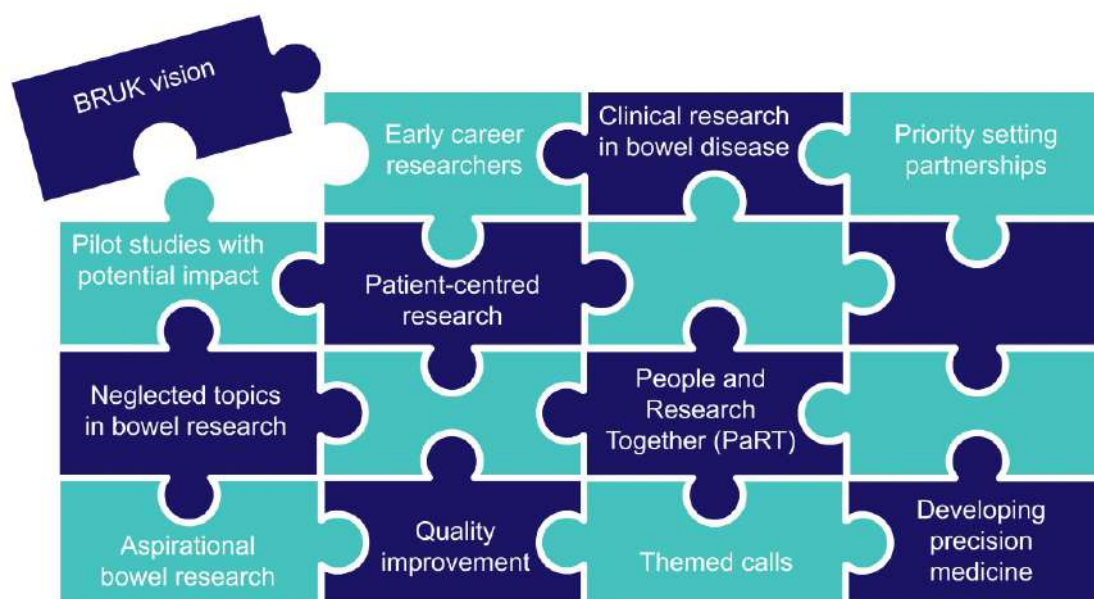
That's why they're working with some of the best experts in the field - from surgeons and other clinicians to researchers and scientists, and patients themselves - to find new ways to treat and beat these diseases.



About Bowel Research UK's research

Bowel Research UK brings together researchers, healthcare professionals, patients, families and decision-makers to advance and fund pioneering research into bowel cancer and a wide range of bowel conditions, including chronic diseases such as Crohn's disease, ulcerative colitis, and incontinence.

Research priorities:



The charity's funding portfolio includes:

- Funding early-stage, proof-of-principle research through initial development grants, providing essential backing for promising projects to generate the evidence required to secure larger awards from major funding bodies such as the NIHR.
- Clinical research projects with the potential to transform the prevention, diagnosis, and treatment of bowel disease. Current work includes studies at the University of Southampton investigating the role of viruses and the microbiome in the development of inflammatory bowel disease.
- Patient-centred research that improves outcomes and lived experience, including work at the University of Glasgow focused on enhancing the patient experience of emergency surgery.
- PhD programmes that develop the next generation of research leaders in the field. For example, a PhD student received funding from Bowel Research UK to undertake research at Queen Mary University of London.
- The 'Hard to Fund' programme, which addresses unmet need by funding research into less common or underfunded bowel conditions that may otherwise struggle to secure traditional funding.
- Patient and public involvement initiatives, including their People and Researchers Together (PaRT) programme, which ensures that patients and the public are actively involved in shaping research priorities and delivery.
- Work in partnership with leading organisations to co-fund and deliver research, including their close collaboration with the Association of Coloproctology of Great Britain & Ireland (ACPGBI), of which they are proud to be the charity partner.

49,300

people diagnosed with bowel cancer every year in the UK

500,000

people in the UK are living with an inflammatory bowel disease (IBD)

750,000

people live with a serious bowel condition

£3 million

we've invested in research since 2020

62p of every £1

supports our charitable work and research

Fundraising is critical to ensuring Bowel Research UK can continue to deliver their mission and purpose.

Background on the Fundraising Development Manager role

Bowel Research UK are looking for a manager with experience across either philanthropy, corporate partnerships or both to join their Fundraising team in a new role.

This role will lead and manage the corporate and philanthropy income streams, building on existing successes, spotting opportunities to engage new partners and donors, and nurture green shoots.

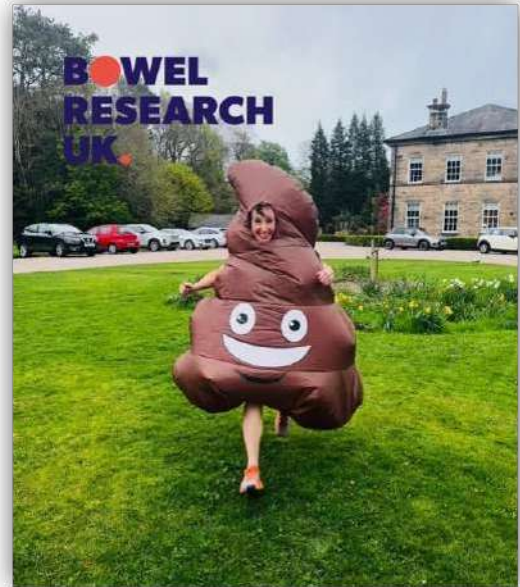
Why is the role vacant?

This is a newly created role designed to ensure that generating income through corporate partnerships and major donors is given greater strategic focus and priority. Under the previous structure, there was no dedicated in-house resource focused specifically on corporate and philanthropic fundraising, with the new role providing an exciting opportunity to build on the strong potential in both areas for Bowel Research UK.

In addition, this role will provide additional expertise, and management support to two roles that previously reported into the Head of Fundraising and Communications.

Who is Bowel Research UK looking for?

This role, with support from the Head of Fundraising and Communications, will develop, embed and lead the corporate and philanthropy strategy. As such, Bowel Research 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.



Bowel Research UK are open to applications from those looking to develop their expertise and will be fully supported, should they not have equal experience in corporate partnerships and philanthropy. The ideal candidate should be able to demonstrate experience across areas such as prospecting, pitching and account management.

Ideally, the successful candidate will have some previous experience of managing and supporting others. There will be support from the Head of Fundraising and Communications, but the successful candidate will need to understand the fundamentals of good management practice. Building relationships is crucial for this role, so demonstrable confidence in building relationships with a range of stakeholders is key.



What does success look like in this role?

- Growth in major donor income and pipeline value.
- Retention and growth of corporate partnership income.
- Achievement of agreed fundraising income targets.
- Successful and safe delivery of challenge events and London Marathon fundraising objectives via line management of the Officer in charge of this area.
- Team performance and development.
- Supporter retention and satisfaction levels.
- Accurate and effective use of the CRM system.

Areas of potential

It's an exciting and energising time to join the fundraising team, with the new strategy setting out ambitious ideas and opportunities that will continue to evolve and develop over time.

New role

As this is a brand-new role, there is great scope to shape the priorities and processes within the remit of the role. The successful candidate will have the opportunity to make the role their own, shaping

what excellence looks like across their income streams while developing and supporting their two direct reports to achieve their full potential.

Developing under-invested income streams

Both the corporate partnerships and major donor income streams have been without dedicated in-house focus for some time, so there is huge scope. The HNWI portfolio at Bowel Research UK is in its infancy, this is a huge opportunity for the successful candidate to nurture it to success. With corporate partnerships, the charity is fortunate to have some existing support but there is still room to nurture and grow that, alongside developing and engaging a new pipeline of potential partners.

Across both income streams focus has historically been patchy and inconsistent, it is likely that with dedicated focus the positive results will be significant, making this a great opportunity for a fundraiser who is keen to demonstrate significant personal impact on income.

There is strong support across the charity, from the Head of Fundraising & Communications and CEO through to the Board, to develop and grow both income streams. There is also a strong appetite internally to test and trial new approaches, products and events to engage and grow these audiences.



Collaboration and impact beyond the role

The Bowel Research UK fundraising team is small but highly effective. They achieve a great deal and work collaboratively to ensure you have the support you need to succeed in the role.

As the team is small, there will be opportunities to get involved in projects and pieces of work beyond your direct responsibility, and to work with the Head of Fundraising and Communications to develop new ideas, improve ways of working and identify new opportunities for growth. This is a great role for an enthusiastic and ambitious fundraiser who is ready to have impact in a small team.

Potential areas of challenge

The external environment across corporate partnerships and major donor fundraising is continually evolving, with expectations and approaches across both audiences having changed significantly in recent years. This creates an exciting opportunity for the successful candidate to remain flexible, agile and responsive, keeping abreast of sector developments and identifying opportunities to stay ahead where possible. As with any area of fundraising, the role will require resilience and determination, alongside the ambition and enthusiasm to keep pursuing opportunities and building relationships, even when success takes time.

Both programmes are at an exciting early stage of development, giving the successful candidate a real opportunity to shape and establish them for the future. They will need the confidence and capability to bring new programmes to life, while being comfortable with testing, learning and refining approaches along the way. Creativity, curiosity and a willingness to adapt will be key to developing programmes that deliver strong results.

What might a typical week look like in role?

This role offers the opportunity to build strong, positive relationships with donors, developing meaningful and mutually beneficial partnerships that deliver value for both supporters and the charity. It also provides the opportunity to lead, nurture and support two fantastic fundraisers, helping them to develop and thrive in their roles.

Work across the week could include:

- **Build and manage relationships** – meet with major donors and corporate partners, make prospecting calls, develop proposals and prepare tailored updates to strengthen relationships and secure new income.
- **Lead and support the fundraising team** – hold one-to-ones with the two Fundraising Officers, provide coaching and guidance, review progress against objectives and help unblock challenges.
- **Develop fundraising opportunities** – work on the major donor and corporate pipelines, identify new prospects and explore opportunities to grow community fundraising, events and challenge event income.
- **Oversee supporter and event activity** – check progress across community fundraising and challenge events, support planning for upcoming activity and ensure participants and supporters receive a positive, well-managed experience.
- **Use data to drive decisions** – review income, pipeline and supporter data in Donorfy, update records, oversee the monthly reconciliation process, monitor KPIs and identify trends or opportunities for growth.
- **Collaborate and plan** – work with the Head of Fundraising and Communications, CEO and wider team on fundraising strategy, impact communications, events and organisational priorities, while continuously improving fundraising processes and ways of working.

Key responsibilities: Fundraising Development Manager

Major Donor Development

- Develop and deliver a major donor fundraising strategy to increase income and engagement.
- Identify, cultivate, solicit, and steward a portfolio of current and prospective major donors.
- Build long-term relationships with high-net-worth individuals and supporters.
- Prepare compelling funding proposals, reports, and impact communications.
- Organise donor meetings, cultivation activities, and stewardship events with the support of the Head of Fundraising and Communications and CEO.
- Monitor and report on major donor pipeline activity and income performance.

Corporate Partnership Management and Development

- Manage and grow a portfolio of existing corporate partnerships.
- Identify and secure new corporate supporters through strategic prospecting and networking.
- Develop tailored partnership proposals aligned with corporate social responsibility objectives.
- Deliver excellent account management to maximise income, employee engagement, sponsorship, and fundraising opportunities.
- Ensure partnership activities are delivered effectively and provide measurable impact for partners.

Team Leadership and Management

- Line manage and support two Fundraising Officers.
- Provide leadership, coaching, and development opportunities to ensure strong team performance.

- Set objectives, monitor progress, and conduct regular one-to-one meetings and appraisals.
- Foster a collaborative and supportive team culture.

Oversight of Community Fundraising, Supporter Care and Events

- Oversee the delivery of well executed and compliant community fundraising activities and supporter-led fundraising initiatives.
- Ensure excellent supporter care and stewardship practices across all fundraising activities.
- Support the planning and delivery of fundraising events and campaigns.
- Monitor performance and identify opportunities to grow community fundraising income.

Challenge Events

- Oversee the recruitment, stewardship, and retention of challenge event participants.
- Support the Events Officer to lead the charity's London Marathon programme and other challenge events to target and with compliance as a key focus.
- Ensure participants receive outstanding support throughout their fundraising journey.
- Maximise participant fundraising income and long-term engagement with the charity.

Data, Reporting and CRM Management

- Maintain accurate donor and supporter records within the CRM system.
- Produce regular reports on fundraising activity, pipeline development, income, and KPIs.
- Ensure compliance with GDPR and fundraising best practice supporting the continuous improvement of fundraising processes and systems.
- Oversee the monthly reconciliation process on Donorfy and partner platforms.



Person Specification: Fundraising Development Manager

Person Specification

Essential Experience

- Proven experience in a fundraising, development, or relationship management role.
- Experience in line management.
- 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 identifying, securing and developing new high-value relationships across corporate and/or major donors using pipelines and robust supporter journeys.

Essential Knowledge and Skills

- 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.
- Digitally literate across MS Office platforms and able to use fundraising databases in a GDPR compliant way to input and analyse and report on supporter data (Bowel Research UK uses Donorfy)
- Confident and professional communicator across a range of settings, including virtual and in-person meetings, presentations, events and stakeholder engagement with the ability to create compelling and engaging written communications for donors, pitches and presentations.
- Able to effectively prioritise own workload without oversight and ensure deadlines are adhered to, juggling multiple priorities simultaneously.

Desirable Experience

- Experience managing challenge events, including mass participation events such as the London Marathon.
- Understanding of Health, Safety and Compliance around all Fundraising activities, including events.
- Experience developing community fundraising programmes.
- Experience using digital fundraising platforms and tools.

Benefits & life at Bowel Research UK

Salary	£36,500 - £42,000 per annum The successful candidate will be offered along the salary band in line with their experience and performance at interview.
Hours	35 hours per week
Contract length	Permanent
Location, travel, and flexible working	Bowel Research UK is a flexible employer, and this role is offered on a hybrid working basis. The postholder will be required to work from the charity's London office one-two days per week. There is flexibility in working pattern although monthly team meetings occur on Tuesdays. For candidates who prefer an office-based arrangement, there is also the option to work from the office full-time if preferred.
Annual leave	25 days annual leave, plus public holidays, and 3 additional discretionary days at Christmas
Pension	5% employer contribution
Other benefits	Death in service – 4 x annual salary Health cash plan scheme including Perkbox Employee assistance programme, including access to annual health check and digital GP Season ticket loan Cycle to work scheme

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

Equality, Diversity and Inclusion

Bowel Research UK is committed to treating everyone fairly, equally, and with respect. They are an equal opportunities employer and actively promote equality of opportunity by ensuring fair treatment for all and opposing all forms of discrimination in the workplace.

Throughout the recruitment process, the charity and THINK Recruitment will ensure that candidates are assessed solely on merit, without reference to any protected characteristic, and that no individual receives less favourable treatment for any reason.

Selection criteria are strictly based on the requirements of the role and are directly relevant to the skills, experience, and qualifications needed to perform the job effectively. Only criteria that are essential to the role will be used in the assessment of candidates.



All recruiting managers are required to ensure that no pre-judgements or preferences are made in advance that could influence or compromise the fairness of the recruitment process.

Bowel Research UK's Equal Opportunities Policy is available upon request.

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

How to apply

To express interest in this role, and to arrange an initial conversation with THINK Recruitment please email recruitment@thinkcs.org with a copy of your CV and contact information.

Our recruitment team will have an informal screening conversation with all applicants prior to shortlisting. Rather than requesting candidates submit a supporting statement or cover letter, we will provide interested candidates with screening questions to answer, which alongside your CV, will form your application. Please ensure you have expressed interest by EOD Friday 2nd October to allow time to organise a call before the role closes.

Screening calls with THINK Recruitment	Monday 21 st September – Monday 5 th October 2026
Closing date	Midnight Monday 5 th October 2026
Invites to interview out to candidates	EOD Thursday 8 th October 2026
Stage 1 interviews (virtual)	W/C 12 th October 2026
Stage 2 (in person)	W/C 19 th October 2026
Decision by	EOD Friday 23 rd October 2026

This selection process will be two stages.

- Stage 1 will be a 45-minute virtual interview
- Stage 2 will be a 60-minute in person interview in London. Stage 2 will involve a prep prepared task

At point of invitation, candidates will receive further details including information about the panel, any task requirements, and the interview questions in advance to support preparation.

If you require any reasonable adjustments to support your participation in the selection process, please contact THINK Recruitment. All requests will be handled confidentially.

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

THINK Recruitment

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THINK Recruitment

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