

# Candidate Pack

Role: Data Operations Manager

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# Appointment of Data Operations Manager



Dear Candidate,

Thank you for your interest in our role of Data Operations Manager at British Heart Foundation (BHF).

It is my privilege to lead the Technology team for one of the UK's largest charities and the biggest independent funder of research into cardiovascular disease in the UK.

Our vision is a world where everyone has a healthier heart for longer. A world where fewer hearts stop without warning and more of us can live well for longer with the people we love.

We know achieving this won't be easy. But thanks to decades of discovery and scientific advances – we are more confident than ever.

Together, we believe we can stop the devastation for the millions affected by these conditions. All it takes is passionate people like you standing alongside us and believing in the power of research to create a better, brighter, healthier world for everyone.

As our Data Operations Manager you'll support and manage our principal CRM database holding extensive information on donors, participants, members & supporters.

We want an exceptional colleague who exemplifies and champions our values; brave, informed, compassionate and driven. It's an incredibly exciting time to be part of our team. We are more ambitious and determined than ever – because the potential cures and treatments we need are in sight. You could be part of getting us there sooner, so thank you for your interest.

BHF is also proud that we are working towards being a truly diverse organisation, with an Equality, Diversity and Inclusion (EDI) strategy setting out a roadmap of changes with want to see. Our growing commitment to equality, diversity and inclusion spans across our organisation and we pride ourselves on being an inclusive employer who puts diversity at the heart of everything that we do.

So, if you feel you have the skills and experience that we are looking for, and you share our determination to help fund lifesaving research, then we would be delighted to hear from you.

Chris Brocklesby

Chief Technology Officer



# About us

If you had a heart condition in the early 1960s, your chances of survival were slim. At that time, cardiovascular disease caused more than half of all deaths in the UK, and 7 out of 10 people who had a heart attack in the UK died.

It was clear that something had to change, and fast. So, a group of cardiologists formed British Heart Foundation (BHF) in 1961 and set out to find lifesaving answers through science and provide health information and support to those who need it most.

Since then, research we've funded has been at the forefront of scientific progress across the globe. We've helped transform treatments for heart attack, helped to restart hearts with the development of portable defibrillators and proved that statins can save lives, offering hope to those who desperately need it.

These are incredible achievements and a testament to the passion of the researchers we fund and BHF staff, volunteers, and supporters. Thanks in part to these breakthroughs and many others, the number of people dying from cardiovascular disease each year in the UK has nearly halved since BHF was set up. But our work is far from over.

Despite the strides we've made, cardiovascular disease remains the world's biggest killer. In the UK alone, 1 in 4 of us

die from them. It affects people of all ages and can stop hearts unexpectedly – leaving gaping holes in families and futures in tatters. This is why our research is still needed.

Hearts are precious. We write from them. Sing from them. Follow our dreams with them. And while we understand more about them today than we did seven decades ago, there is still so much left to discover. BHF can't tackle these conditions alone. The only way we can rise to some of the biggest challenges in cardiovascular medicine and save more lives is by continuing to fund scientific research.

Our vision is a world where everyone has a healthier heart for longer. Where fewer hearts stop without warning and more of us can live well with the people we love.

We know achieving this won't be easy. But thanks to decades of discovery and scientific advances, we are more confident than ever. Together, we want to stop the devastation for the millions affected by cardiovascular disease. All it takes is passionate people like you and believing in the power of research to create a better, brighter, healthier world for everyone.

**“CPR and heart surgery  
saved my life when I was six.  
Research made that happen.”**

Jadyn Briggs



# Being a responsible charity



## Every year we make further progress to being a more sustainable, fairer and well-governed charity.

We raise money to fund research to find cures and develop treatments for the world's biggest killers. And we are determined to do this in a responsible way.

When it comes to environmental factors, links to cardiovascular disease are clear. Research shows that people living with cardiovascular disease are more likely to be negatively impacted by extreme weather such as intense heat and cold.

We're also committed to making BHF as sustainable as possible throughout its operations. This includes a commitment to reducing avoidable waste, and reducing our carbon footprint with a commitment to be a net zero organisation by 2045, at the latest.

This covers all areas of our activities, from direct emissions, such as the heating we use in our BHF offices and stores, to the much more significant indirect emissions from within our supply chain through to how the research we fund is undertaken.

Our sustainability targets are ambitious and have been designed in accordance with the Greenhouse Gas Protocol and the Science Based Targets Initiative (SBTi). Our roadmap to net zero has six focus areas.

- energy efficient and zero emission buildings
- zero emissions transport
- product sourcing and suppliers
- travel and logistics
- waste and circular economy
- responsible research funding.

BHF remains dedicated to investing our funds responsibly, in line with our mission and values.

Sometimes the research we fund may involve animals; this isn't something we take lightly and you can read more about our commitments in research on our website.



# Our strategy



Our strategy sets out how we aim to save and improve lives on a scale more ambitious than ever before.

Our vision is a world where everyone has a healthier heart for longer.

We'll get closer to that day by focusing on three goals:

- We will stop heart disease before it starts, by revolutionising how we prevent it
- We will save more lives from heart disease by discovering groundbreaking treatments and cures
- We will support everyone with heart disease to live a longer, healthier life.

## Our vision

**A world where everyone has a healthier heart for longer**

## Our goals

What we're trying to achieve

### Stop

Stop heart disease before it starts



### Save

Save more lives from heart disease



### Support

Support everyone with heart disease to live a longer healthier life



## Our priorities

How we'll achieve it

### Inspire

Inspire support and income to power lifesaving research



### Advance

Advance the scale, breadth and impact of cardiovascular research



### Transform

Transform the information, care and support available to all people affected by heart conditions

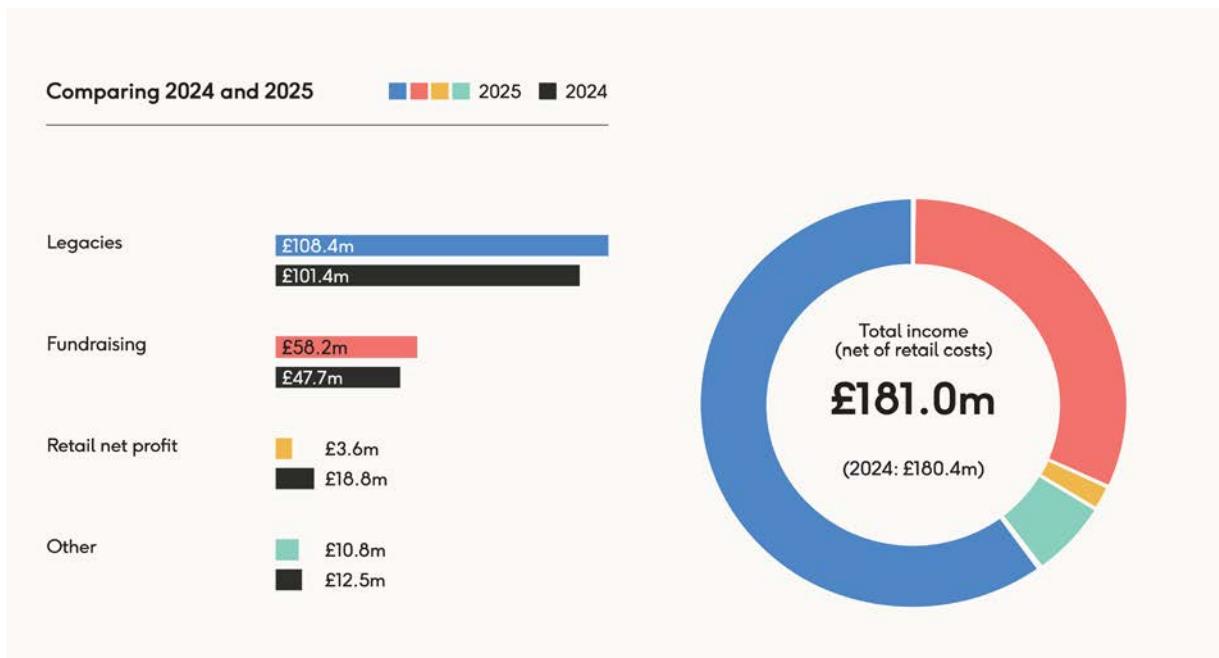


### Accelerate

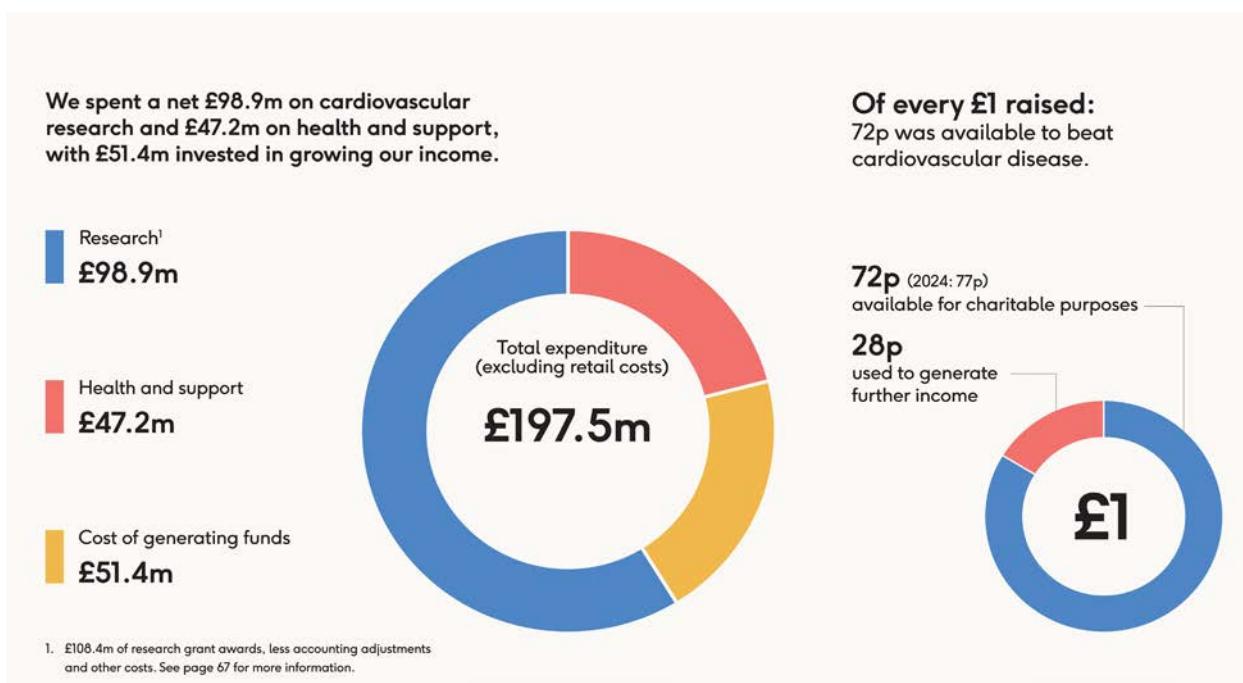
Accelerate impact by unlocking the potential of our people, technology and culture



# Where our money came from in 2024-25



# How your money was spent in 2024-25



# Funding world leading research

British Heart Foundation is the biggest independent funder of cardiovascular research in the UK.

**1,220**

researchers including  
PhD students



**£108.4m**  
in grants  
awarded

**717**

active research  
grants

**450**

lead scientists

# Lifesaving research



## Advance

Advance the scale, breadth and impact of cardiovascular research



At the heart of our strategy is continuing to fund the best minds and the brightest ideas to advance our understanding of all cardiovascular diseases and to develop the diagnostics, treatments and cures of the future.

However, the world is rapidly changing and we need to evolve our approach to make the biggest impact. We will expand the scope of our funding to capitalise on emerging opportunities in areas like artificial intelligence, data science and genomics. And we will strategically invest in areas of unmet need, to make transformational breakthroughs with the potential to save and improve countless lives.

Furthermore, while continuing to fund the very best discovery science, we will increase our focus on translating more of our discoveries into groundbreaking ways to prevent, diagnose and treat cardiovascular disease.

### Our objectives:

- Grow the UK's investment in cardiovascular research, helping to close the UK's funding shortfall in research to tackle cardiovascular diseases.
- Grow the strength, breadth, and diversity of the UK's cardiovascular research workforce, enabling it to power the discoveries of the future.
- Increase BHF's investment in prevention research, innovation, and partnerships to stop heart disease before it starts.
- Increase BHF's investment in strategic funding initiatives and Grand Challenges to discover the diagnostics, treatments and cures of the future.
- Significantly grow BHF's investment in clinical and translational research, leading to faster translation of scientific discoveries towards patient benefit.

# Health and care



## Transform

Transform the information, care and support available to all people affected by heart conditions



Funding cutting-edge research and innovation is the beating heart of BHF. But we need to turn the knowledge this research generates into improvements in care, into the information and support that helps people manage their conditions, and into transformational influencing campaigns that save and improve lives.

With our health systems in crisis and heart health inequalities widening, our work in these areas has never been more needed. In our strategy, we set out to reach more people with this vital work.

We will increase our investment in innovations that have the potential to transform heart care. We will make our health information and support available to millions more people when they need it most. And we will continue in our mission to create a Nation of Lifesavers, trained in CPR and able to access a defibrillator in the ultimate medical emergency.

### Our objectives:

- Grow the scale and scope of BHF's healthcare innovation funding, leading to pioneering models of care being rolled out across the NHS.
- Make BHF's information and support available to every family in need, at the point of need.
- Grow the number of people trained in CPR and able to access a defibrillator, contributing to an improvement in out-of-hospital cardiac arrest survival rates.
- Influence the Governments and health services in all four nations to prioritise tackling cardiovascular disease and reduce health inequalities.

# Support and income



## Inspire

Inspire more support and income to power lifesaving research



The scientific breakthroughs that have saved and improved countless lives over the last 60 years have been powered by the generosity of our incredible supporters, partners, volunteers and customers.

From taking on marathons in memory of a loved one, to donating their unwanted sofas, these remarkable acts of kindness fuel lifesaving progress. But the world is rapidly changing. And we need to evolve with it to raise the funds necessary to fuel our ambitions.

In our strategy, we commit to growing our fundraising income by building lifelong relationships with our supporters and building partnerships with high-value philanthropic donors and corporate organisations who share our passion for supporting lifesaving discoveries.

Furthermore, we will strengthen our position as the UK's leading charity retailer, both online and in people's communities.

### Our objectives:

- Raise the profile of cardiovascular disease as the world's biggest killer.
- Grow our fundraising income by expanding our supporter base and the value of their support.
- Strengthen our position as the UK's leading charity retailer, by evolving our offer in response to changing market conditions and customer demands.
- Transform our organisation to be truly customer-centric in everything it does.

# Accelerating our impact



## Accelerate

Accelerate impact by unlocking the potential of our people, technology and culture



Over the last 60 years, we've made incredible progress. But we know we can go faster and make an even bigger impact. Three priorities will give us the tools to accelerate progress in every area of our work.

Our brilliant team of colleagues and volunteers will continue to be the heartbeat of what we do. But we will harness the power of our people, by increasing the diversity of our workforce and investing in the skills to make us fit for the future.

We will seek to utilise cutting-edge technologies to enhance the efficiency and impact of everything we do – from the life-changing research we fund to the personalised experiences we offer our generous supporters.

And we will continue to commit to being an agile, well-governed and financially sustainable charity – making the best use of every pound entrusted to us.

### Our objectives:

- Build, develop and empower a talented and diverse team to deliver BHF's mission.
- Transform our technology foundations, harnessing data and AI to significantly improve our security, income, customer focus and impact.
- Lead the charity sector in creating a sustainable, fair and well-governed BHF with equality, diversity and inclusion at the centre of everything we do.
- Create a culture of excellence where we consistently look for ways to learn, innovate and continuously improve.

# Belonging

Our push for equality, diversity and inclusion takes many forms, including how we manage our organisation, and how our research funding helps to tackle health inequalities.

An important starting point is making sure BHF's workforce reflects the general population so we can better represent the experiences and voices of the communities we support. A more diverse, inclusive, and fair BHF will not only improve the quality of what we do, but the impact we have.

The ongoing work of our Health Inequalities and Research Inequalities working groups demonstrate our commitments to improve EDI beyond our own workforce, and into the wider healthcare systems and research ecosystems we work so closely with

We want all of our BHF colleagues to have development and progression opportunities, and to embed a more inclusive culture throughout our organisation. Our EDI strategy sets out our roadmap of the changes we want to see.

We have a number of affinity groups within the organisation. These include spaces for working parents, individuals from different religious, racial, and ethnic backgrounds, members of the LGBTQIA+ community and those with disabilities and long term health conditions. These are designed to be spaces for colleagues to feel connected, included and heard.

Colleagues frequently organise internal events to foster a sense of belonging, often led by one of our Affinity Groups which serve as a focal point for colleagues with shared interests to come together. For example, we enjoyed a fantastic and joy-filled celebration of Diwali at both our London and Birmingham offices.

We want to fund lifesaving research for everyone. We can help to achieve this by welcoming colleagues from all backgrounds to come and be part of our BHF family.



# Building an inclusive and supportive environment

We recognise the importance of ensuring BHF offers an environment that allows all our colleagues and volunteers to thrive. Our equality, diversity and inclusion (EDI) strategy, continues to deliver positive improvements to ensure this is the case.

Whilst working at BHF, we actively encourage our colleagues to feel safe to bring their true selves to work. We strive to create a culture where colleagues are inquisitive about diversity and keen to get involved in all activities which make individuality and inclusivity part of what we do every single day.

## Improving diversity in research

Making the world a fairer place is an important goal, one that we are proud to contribute to by tackling inequalities in cardiovascular health, improving the diversity of our research workforce, and making BHF a more inclusive place to work.

We want to have achieved greater inclusivity in the funding and the design of research, as well as in the cardiovascular research community. We have focused on collating data that defines our starting point, so we can take the right action to improve diversity.

We've published our first research funding diversity report. The report provided valuable insight that is helping us shape our future actions to address under-representation in our research community.

## Staff engagement

Every year we reinforce our EDI commitment through a colleague engagement survey, to help us understand how we can continue to improve.



One of the most important questions is whether BHF has created an environment where people of diverse backgrounds can succeed. Last year, 2023-24, we were at 86% and set a target score of 90% for January 2025 which we are pleased to say we achieved this year!

## Enhancing our benefits

We aim to empower and support the health and wellbeing of everyone who works at BHF, and so we continually review our staff benefits to ensure they are fair and attractive both to current and potential employees.

We've recently added a holistic and flexible Support Leave provision for everyone. This provides extra paid time off to support colleagues or others close to them during a life event.

## Celebrating Pride

Pride is a chance for us to learn and show support for the LGBTQIA+ community. BHF colleagues have taken part in Pride events across the country since 2018, including Pride marches in Edinburgh, Cardiff, Belfast and London.

# Wellbeing

We take immense pride in fostering an environment that prioritises the health, safety, and wellbeing of our employees, volunteers, and customers. Our excellence in health, safety and wellbeing is about cultivating a culture where every individual feels valued and safe.

One of our standout initiatives is the Live Well Work Well project group, which plays a pivotal role in enhancing workplace wellbeing. This group organises a myriad of activities and resources aimed at promoting and supporting mental, physical, social and financial health.

At BHF, we believe that a safe and healthy workplace is the foundation of success. As we continue to innovate and grow, our commitment to health, safety, and wellbeing remains unwavering. Join us and be a part of an organisation that not only values your professional contributions but also cares deeply about your overall wellbeing.

## A flexibly connected organisation

Our flexibly connected programme allows colleagues to work flexibly, in a way that helps unlock their best work for the cause.

The programme has been engaging with our Champions network, gathering insights from colleagues through our Ways of Working Study, to continuously adapt the approach where needed. It was awarded the Best Flexible Working Strategy at the HR Excellence Awards.

Join us at BHF and be part of a team that truly cares about your wellbeing. Together, we can make work to a world where everyone has a healthier heart for longer, while supporting each other every step of the way.



# Our People Power

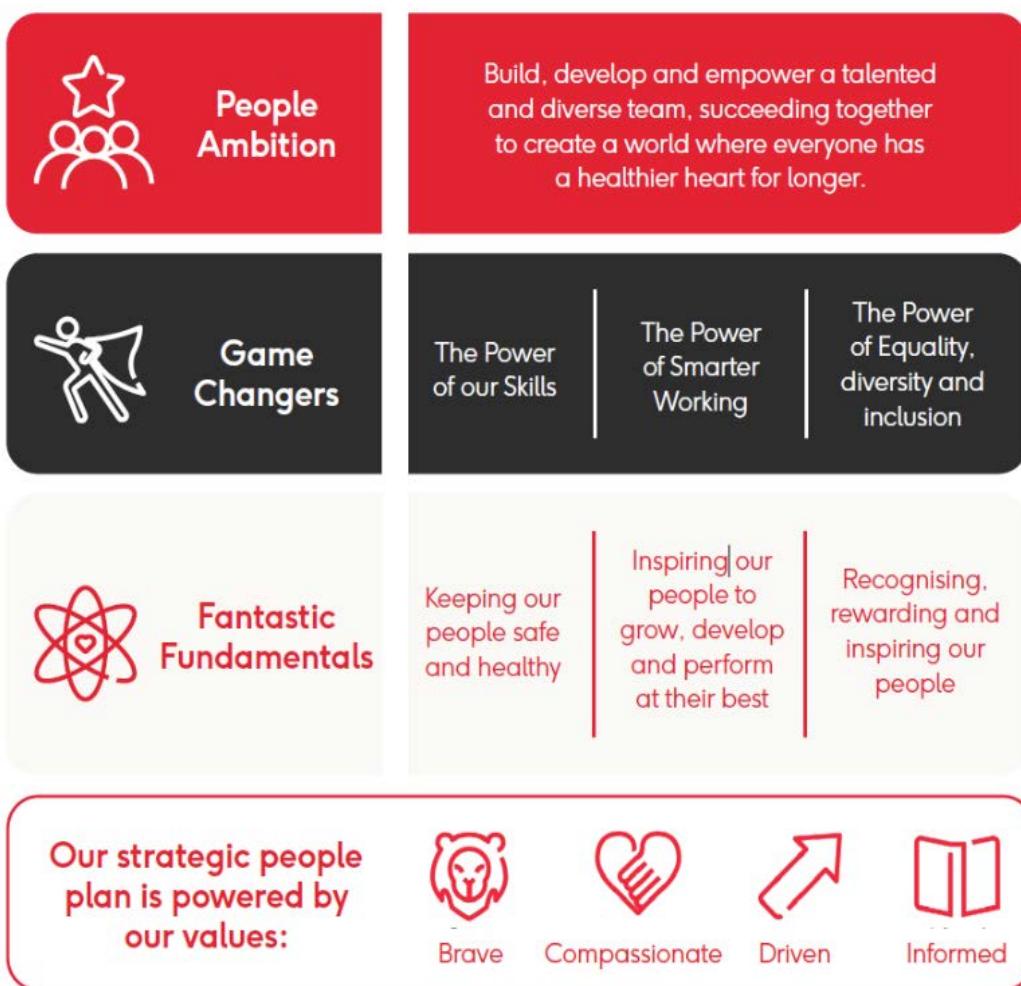


Our vision is a world where everyone has a healthier heart for longer, but we can't get there without our brilliant colleagues and volunteers.

At the heart of Our People Power sits our central people ambition, through which we will drive performance to further progress and accelerate BHF's lifesaving work, leveraging the unique talents and skills of our people.

We will power up our people to bring their best every day, providing a brilliant work experience, continuing to make BHF a great place to work. Through inspiring, empowering and enabling our people, whatever their role and background, we will collectively power towards our vision as a world where everyone has a healthier heart for longer.

To achieve our strategic aims, we need everyone pulling in the same direction. Our people ambition unites us all, bringing all our people (colleagues and volunteers) together to play their part in creating a world where everyone has a healthier heart for longer.



# Our values



We are proud that the work we do is funding groundbreaking, lifesaving research. Our vision is a world in which everyone has a healthier heart for longer.

That's why our values are key to defining who we are, how we do things and how we can achieve our ambitions so that every pound we raise funds the research that keeps millions of hearts beating.



## Brave

We speak out.  
We're decisive.  
We're innovative.



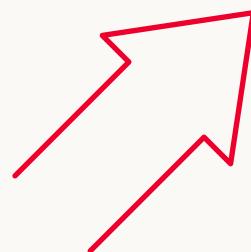
## Compassionate

We're open and honest.  
We respect others.  
We care.



## Informed

We're clear.  
We're open minded.  
We work together.



## Driven

We're focused.  
We're determined.  
We keep learning.

# Our benefits



We all achieve more together when we're happy and healthy.

As a world class organisation, we offer competitive salaries and an attractive package of benefits, designed to support the health and wellbeing of everyone who works here. Our generous benefits include:



## Annual leave

Our annual leave allowance of 30 days plus bank holidays is among the best in the sector.



## Family care

We offer 12-weeks' pay for all family leave including maternity, paternity, adoption and neonatal care leave and are committed to offering returning parents and guardians the opportunity to work flexibly.



## Support leave

We offer a holistic support leave of up to 10 days leave to support colleagues in time of uncertainty, where you may need to take additional time away from work to support yourself or others during a life event, such as caring.



## Health care

We offer employees private healthcare, dental health cover and a contribution towards your gym membership.



## Live well. Work well.

Heart health is central to our mission, and that starts with you. We provide a programme of activities, opportunities and guidance to inspire and support you to live a healthy and happy life, at home and at work.



## Pensions

Our generous pension scheme will support you to save for your retirement. You can contribute a minimum of 3% but can increase this to 8% or more, with employer contribution starting at 5% and increasing to a maximum of 10%.

# Job description



Job title	Data Operations Manager		
Directorate	Technology		
Team	Technology Operations		
Reporting to	Head of Customer Platform		
Agility contract type	Hybrid	No of direct reports	3
Location	Dual - London office (NW1 7AW) and home		
Budget responsibility	NA		
Job level	4	Date	January 2026

## Role Summary

The Data Operations team's focus is to support and manage our principal CRM database holding extensive information on donors, participants, members & supporters. Within that, the team provides support to the whole of British Heart Foundation (BHF) for the use of data for marketing & management purposes. This role will be responsible for:

- Planning and coordination of imports, selections, dashboards and trackers and extracts of data, by the team, for activities such as fundraising and marketing communications.
- Oversee a CRM support function which assists users, ensures best database practice, and maintains critical financial and compliance processes.
- Working collaboratively with external agencies and internal stakeholders to continually improve the quality of data held within the system.
- Line management of the Senior Data Support Executive, Senior Data Executives and contractors.
- Work closely with the I&A, MFE and Data Applications teams, and internal customers, to identify business opportunities and develop the use of data across the organisation.
- Contribute to the management of the communication plan to ensure effective messaging to our supporters.

This role is a key contributor to the Technology Services Portfolio strategy while being ultimately responsible for the effective management of BAU Data Operations and team.

As the CRM service owner this role is instrumental in ensuring our CRM and associated Data Applications are managed, monitored and supported in a measurable way and are aligned with business expectations.

Information Security is at the core of everything we do at BHF and this role will also work closely with the InfoSec team and applicable stakeholders to ensure that OneCRM controls are put in place and that all Data Operations components are designed and managed with a 'secure by design' approach.

# Key responsibilities



- Lead, develop and manage the performance of the Data Operations team, as individuals, teams, and as an integrated function.
- Ensure best practice and continued success of critical financial and compliance processes (Direct Debit claims, Gift Aid Claims, GDPR compliance etc.)
- Use judgement to maintain a steady, balanced approach to ensure that all aspects of Data Operations are delivered against targets.
- Address short term operational problems in a strategic context. This requires an understanding of the BHF's strategic aims as well as the internal workings and political dynamics of the day-to-day operation.
- Apply in-depth, comprehensive knowledge to assess complex/novel issues within the function and develop imaginative solutions based on sound understanding of changes and developments at all levels.
- Proactively identify service improvements and process efficiencies and effectiveness to reduce costs and enhance the customer experience, ensuring service targets and KPIs are consistently met.
- Takes responsibility for establishing plans, determining priorities and setting processes to ensure service targets and objectives are consistently met.
- Build & maintain a knowledgebase of known data issues/omissions/origins, etc. to support wider team development, and oversee the peer review & monitoring of all extracts & imports to support workflow management & QA assessment.
- With key stakeholders develop and drive appropriate Data and financial governance to manage risk.
- Take responsibility for timely upgrades of CRM system and associated applications. Working closely with the Data Applications team ensure any system/ process enhancements are effective and fit for purpose.
- Develop the Data Operations team to engender a customer-oriented culture.
- Delivery and management of Data Process Training for relevant colleagues.
- Be a champion for change across the organisation.
- Manage the day-to-day relationship with 3rd party suppliers (e.g. Blackbaud) and be the primary agency liaison for data-related activity. Work with colleagues to plan, initiate & oversee data audits and deliver strong quality assurance of our 3rd party partners and suppliers.
- Work with colleagues to identify, investigate & address data quality issues and manage delivery of bulk de-dupe & cleansing activities for existing & new datasets.
- Through initiating & managing regular meetings with marketing colleagues across the organisation support longer term planning, regular reviews & future requirements.
- Input into Data management strategies for Fundraising and the wider organisation, using expertise to help maximise the value & impact of our data whilst protecting the supporter experience.
- Deliver long-term benefits both in terms of effectiveness and efficiency, including reducing operational costs wherever possible.
- Be part of the Technology Operations Management Team working collaboratively with other senior leaders, in order to progress the overall objectives as set by the CTO.
- Act as a senior technology ambassador to and for the BHF, including taking an active part in any relevant BHF governance groups that may exist at any given time.
- Any other activities as deemed relevant for the role by the Head of Customer Platforms.

# Knowledge, training and qualifications



## Essential

- Be a professional expert in their field, with an authoritative knowledge and understanding of all aspects of Data Operations.
- An understanding of Data Operations for a similar sized organisation.
- Expert knowledge in the manipulation of data and data querying within a relational database structure.
- Expert knowledge of database systems and platforms, as well as experience of using T-SQL.

## Desirable

- High degree of understanding of Gift Aid, Data Protection, GDPR regulation & evolving Charity & Fundraising sector regulation.
- Knowledge of fundraising/marketing mechanisms and techniques.
- Knowledge of dynamics 365.
- Knowledge of Adobe Campaign.
- Prior experience or knowledge of transitioning a team to new systems.

# Experience

## Essential

- Demonstrable experience and evidence of success in a similar role.
- Demonstrable experience as a database professional, ideally utilising Blackbaud products, including significant experience with marketing data.
- An appreciation of digital terminology, practice and process.
- Direct experience of project/workstream management and review of workflows/processes
- Experience of identifying and resolving technical issues within data structures and datasets
- A strategic approach to Technology, and a deep understanding of the partnering role Technology plays in a modern organisation.

## Desirable

- Experience in both retail and non-retail environments.
- Experience in a not-for-profit organisation with an annual income that exceeds £50m and an understanding of the business models they employ
- Experience of providing data campaign extracts to internal customers
- Experience with Microsoft Dynamics 365

# Skills and attributes



- Assured, authoritative and confident personality, able to build excellent relationships with key internal stakeholders, at senior level, and with key partners and suppliers.
- Customer focussed.
- A change advocate, able to hold challenging conversations at all levels within an organisation and with suppliers, leading on these where necessary.
- Able to drive change and take the initiative, a decisive and a critical thinker
- Innovative approach, challenging and changing the status quo
- Strong ability to form good working relationships with non-Technology staff and build credibility
- Technically competent and strategically astute.
- Able to work collaboratively with colleagues in the Technology Directorate as well as colleagues and staff across the BHF.
- A strategic approach to the delivery of Technology Infrastructure, able to see the big picture as well as the finer details.
- Excellent communication and interpersonal skills, able to deal with different types of people at all levels.
- A strong desire to improve processes on a continuous basis.
- Able to define the key issues before recommending and implementing a solution, able to apply analytical, interpretive and constructive thinking and a high degree of evaluative judgement.

## Safeguarding

At British Heart Foundation (BHF), we are committed to creating a safe and rewarding environment for all of our people to work and volunteer. This means we have a robust safeguarding policy to ensure everyone is treated properly, and a whistle blowing service so people can raise any concerns they have confidentially.

## Data protection

During your employment, this role will encounter some personal data. The role will be permitted to access and use the following types of personal data:

- Personal details, contact information and/or family details
- Personal financial information - including any of the following - donations, gifts, bank account, card numbers
- Personal Sensitive data - including any of the following - health, race, ethnicity, sexual orientation, political affiliation, trade union membership, religious or philosophical beliefs, biometric or genetic data, criminal record

If you find yourself with access to personal data you are not authorised to have, you must report it to your line manager and the IT Service Desk immediately.

# How to apply



To apply for this role please use the apply button via the jobs page on our website. Our process involves submitting your CV and a supporting statement, which should outline your interest and explain how you meet the criteria stated in the person specification. You may also be asked a few application questions, depending on the role you're applying to.

All applications are managed by our Recruitment team. If you wish to speak with a member of the team regarding the role and your application please contact us on [careers@bhf.org.uk](mailto:careers@bhf.org.uk)

Should you need any adjustments to the recruitment process at application stage please contact the Recruitment team on [careers@bhf.org.uk](mailto:careers@bhf.org.uk)





**British Heart  
Foundation**