

## SENIOR PHILANTHROPY OFFICER

**Job type:** Part-time (4 days/week)

**Salary:** £41,250 FTE (up to £33,000), depending on experience.

**Location:** Centrally located, light and airy office on Regent Street, London. Hybrid working: estimated two days per week in the office. Occasional evenings may be required for events.

**Benefits:** 20 days' annual leave (pro-rata), plus statutory bank holidays (pro-rata). Occasional 1–2 days' additional paid leave over the Christmas period. Flexible working.

**Reports to:** CEO

**Timetable:** Applications will be reviewed on a rolling basis; early application is encouraged.

**Preferred start date:** 29 June 2026

**Other:** Applicants must have the right to work in the UK. Global Returns Project is an equal-opportunities employer.

### Introduction

*Hope is here.* The Global Returns Project (GRP) is a UK charity unlocking new philanthropy to deliver urgent solutions for our planet.

We are a fast-moving nonprofit that makes donations to high-impact nature and climate charities simple – and we don't take any fees. We've already mobilised £3 million for top environmental solutions and are working to unlock at least £30 million annually by the end of the decade.

We are growing quickly: Last year's annual fundraising was 275% higher than the previous year.

*The problem:* Charities protecting our planet can turn the tide on climate change and nature loss. They have the skills, strategies and networks to deliver fast and global impact. But less than 2% of philanthropy goes to climate mitigation.

*Our solution:* In the UK alone, around £2 trillion sits with "HNW+" individuals – those holding between £100k and £30 million. Yet traditional philanthropy largely overlooks them. We're unlocking this funding by offering trusted, pro bono advice and a simple, portfolio approach to giving. Our expertise in UK wealth advice offers a unique path to scalability and systems-change.

## What we are looking for

We're looking for a confident, capable fundraiser to play a key role in major-gift fundraising – helping to secure transformational support from high-net-worth individuals.

You'll manage your own portfolio of prospects and donors, contributing across the full fundraising cycle: prospecting, cultivation, making direct asks, closing and stewardship. Alongside this, you'll support the development of relationships with wealth advisers to generate referral leads, while also prospecting independently for major gifts.

The ideal candidate will be excited to build networks of wealth managers, private-client teams and other advisers to HNWI's, and to convert adviser introductions into committed support. You'll complement this with proactive outreach to identify and engage new major donors beyond existing referral channels.

To succeed, you'll develop strong fluency across three distinct fundraising pitches: a business case for advisers; an impact case to persuade donors to support our portfolio charities; and a systems-change case to win backing for GRP's operating costs (salaries, office costs, etc) to keep the charity running fee-free.

You'll be comfortable making direct asks for funding, ideally with experience of securing significant gifts or multi-year commitments. You'll be hands-on in day-to-day fundraising activity and able to manage multiple relationships and priorities effectively.

You'll thrive in a small, fast-moving team—taking initiative, being collaborative, and contributing to shared goals. Crucially, you'll care deeply about climate and nature.

**Experience required:** Strong experience in frontline fundraising (as a guide, likely 3-6 years).

### Skills required

- Major-gifts fundraising, with track record securing high-value and multi-year gifts
- Strong understanding of, and passion to address, climate change and biodiversity loss
- Confidence making direct asks for major gifts (face-to-face, phone and small groups)
- Prospecting and research
- CRM and pipeline management
- Donor stewardship and tailored reporting
- Excellent written and verbal communication skills
- Team-player with a collaborative working style
- Time management and self-organisation
- High attention to detail

### Skills preferred but not required

- Experience in environmental philanthropy
- Experience building and managing relationships with wealth advisers, family offices and/or private-client teams
- Geographic expertise in Jersey, Guernsey or other high-potential jurisdictions
- Trusts and foundations fundraising and grant writing
- Event planning

- Digital literacy and confidence using online tools

## **Main duties and responsibilities**

### Major gifts to GRP's portfolio of charities

- Prospect, cultivate and convert major gifts from individuals to support GRP's charity portfolio.
- Act as a principal point of contact for HNW client referrals from GRP's wealth-adviser network.
- Source and qualify major gift leads outside the adviser network, contributing to the overall pipeline.
- Prepare tailored cases for support, bespoke asks and gift agreements for portfolio donors.
- Work with the team to ensure timely, high-quality reporting and bespoke stewardship for portfolio supporters.

### HNW wealth adviser relationships

- Prospect, cultivate and manage relationships with wealth managers, family offices, private-client teams, philanthropy advisers and professional trustees as a referral stream for GRP.
- Identify and engage advice firms aligned to GRP, contributing to targeted engagement plans.
- Present GRP's proposition to advisers (meetings, presentations, webinars) and support the development of adviser-facing materials where needed.
- Support initiatives to generate adviser referrals (events, webinars, co-branded materials) and track referral performance.
- Contribute to outreach in key adviser hubs (e.g. Jersey, Guernsey) and other jurisdictions as required.

### Major gifts to GRP's operating costs

- Prospect, cultivate and convert major gifts to support GRP's core operating costs, maintaining a distinct pitch and stewardship approach from portfolio asks.
- Prepare business-case and budget materials that articulate the strategic case for core funding and multi-year support.
- Contribute to engagement with appropriate institutional core funders (trusts, foundations, family foundations), including drafting proposals where needed.

## **To apply**

Applicants should apply via CharityJob with both a CV and cover letter addressed to the CEO, Jack Chellman.

Applications without a cover letter will not be considered. Please include the name, email and phone number of a reference we can contact.