Job Title:	Fundraising Manager
Reports to:	Project Board (day-to-day management: Director)
Contract:	Fixed-term, 26 months
Salary:	£40,000 per annum plus 5% pension contributions, pro rata 3 days per week (0.6 FTE)
Hours:	Office hours are 9.30am to 5.30pm Monday to Friday, to be based at our office in Farringdon, London EC1M.
Holiday:	25 days per annum, pro rata
Notice Period:	1 month
Probation Period:	3 months

The Twentieth Century Society is looking for an experienced Fundraising Manager to lead our fundraising development as part of a transformational project, Modern Heritage, Future Stewards: Transforming the C20 Society for the 21st Century, funded by The National Lottery Heritage Fund.

We are the UK-wide charity which campaigns to protect the best recent UK heritage, a huge range of amazing buildings constructed from 1914 onwards. We advise building owners, professionals and planning departments; make the case for buildings to be listed, preserved and retrofitted; run lectures, trips and tours; publish popular and academic books; and lobby the press.

We raise over £300,000 annually from sources including regular, high net worth and professional memberships, legacies and donations. Our events also make a financial

contribution to our campaigns and casework. We have been awarded a grant from The National Lottery Heritage Fund that will transform the organisation over the next 2.5 years. By the end of the project, we will be more organisationally and financially sustainable, enabling us to protect more heritage and undertake more advocacy.

The Fundraising Manager will join our small team in Farringdon on a fixed-term contract alongside a Membership Manager. They are key roles delivering the project and will report to a Project Board, with day-to-day management from the Director.

Job Description:

Main duties and responsibilities:

FUNDRAISING STRATEGY AND MAJOR DONOR DEVELOPMENT

- Developing a fundraising strategy with the Director and new Fundraising Committee which serves both fundraising and membership growth objectives. This will be focused on High Net Worth Individuals (HNWI), Practice Patrons, high-value individual supporters and will include applications to trusts and foundations, all backed by our 'Coming of Age' campaign narrative.
- Prospect Research: Identifying, cultivating and stewarding HNWI donors, building a pipeline of major gift prospects and managing relationships sensitively and systematically.
- Developing and growing the Practice Patron programme working with existing Patron firms to deepen relationships, identify new Patron prospects and explore partnership opportunities.
- Working with Practice Patron firms to facilitate access to their younger employees (Millennials and Gen Z) as potential C20 members and ambassadors, supporting the Society's membership diversification ambitions.
- Seeking out opportunities and applying for grant funding from charitable trusts and foundations and other external bodies.
- Exploring new commercial opportunities and partnerships to generate revenue for the Society and/or engage new audiences, including Millennials and Gen Z.
- Overseeing the C20 website shop and developing new, engaging and profitable publications and products, informed by primary research with existing and new members.
- Engaging sensitively with members over potential legacy giving to the Society.

- Enhancing donor relationship management through systematic use of the CRM (Subscriber), maintaining accurate records of all donor contacts and pipeline activity.

CONSULTATION AND MEMBERSHIP ENGAGEMENT

- Working in partnership with the Membership Manager to consult with existing members, lapsed members, and non-members particularly Millennials and Gen Z to understand their motivations, values, barriers to engagement and willingness to give. Consultation routes will include online surveys, focus groups at architecture schools in target cities, engagement via the Young C20 WhatsApp group, and outreach through Practice Patron firm networks.
- Contributing to benchmarking research into how comparator organisations engage Millennials and Gen Z as members and supporters to inform both the fundraising strategy and the membership offer.
- Working with the C20 Events Manager to develop fundraising and engagement events that are educational, participatory and bring wider audiences to the Society's activities, in particular understanding how Millennials and Gen Z can be engaged with and support the C20.
- Creating targeted fundraising communications and campaign materials that articulate the significance of millennium-era heritage and the environmental case for its retention, connecting with Millennial and Gen Z values around sustainability, retrofit and embodied carbon.

CRM, REPORTING AND EVALUATION

- Harnessing the CRM system (Subscriber) to maximise returns, provide data to inform fundraising strategies, track donor engagement and report against KPIs.
- Recording all contacts with high net worth and professional members and donors as part of the Society's ongoing relationship development, working in close collaboration with the Membership Manager.
- Supporting the Evaluation Consultant in monitoring and evidencing the fundraising outcomes of the project, including attendance at evaluation workshops.
- Reporting progress against agreed KPIs to the Project Board and Director.

GENERAL

- Working as part of the team with colleagues, trustees and volunteers to deliver a fundraising strategy that fits the Society's mission and values.

- Answering queries regarding fundraising and major donor relationships by telephone or email.
- Ad-hoc duties associated with the fundraising programme.

Person Specification:

- Demonstrable experience of individual giving, major donor or high-value supporter fundraising with a track record of building and stewarding donor relationships.
- Experience of developing and implementing a fundraising strategy or campaign, ideally including a mix of income streams (major donors, trusts, commercial).
- Experience of working with a CRM to manage donor relationships, track pipeline activity and report against income targets.
- Understanding of fundraising compliance and best practice, including the Fundraising Regulator's Code of Fundraising Practice.
- Excellent written and verbal communication skills, including the ability to write compelling fundraising copy and present confidently to donors and trustees.
- Confident and personable manner, comfortable making proactive contact with donors and senior stakeholders.
- Extremely organised with excellent attention to detail and the ability to manage multiple priorities.
- Comfortable working both independently and as part of a small, collaborative team.
- Proficient in Microsoft Office; comfortable using digital tools and social media platforms.

Experience

- Experience of trust and foundation fundraising
- Experience of working in the heritage, cultural or charity sector (desirable).
- Knowledge of or genuine interest in architecture, the built environment and twentieth-century heritage (desirable).

How to Apply:

The closing date for applications is 11.59pm on Monday 30 November 2026 and we anticipate that interviews will be held in the week commencing Monday 7 December 2026, with the role to start in early 2027.

The Twentieth Century Society is committed to equality and diversity in recruitment. We welcome applications from all backgrounds. Recruitment will be conducted in line with the Society's Equality Policy.

To apply: Please send your CV and a supporting letter (maximum two sides of A4) explaining why you are applying for the role of Fundraising Manager at the Twentieth Century Society, with the subject line 'Fundraising Manager', to coordinator@c20society.org.uk. Please also complete and submit our Recruitment Diversity Questionnaire.