



**ANTHONY  
NOLAN**

Saving lives through stem cells

RECRUITMENT PACK

FIXED-TERM

FULL-TIME

FUNDRAISING

# Senior Philanthropy Manager (maternity cover)



## We are Anthony Nolan

We're here to uncover the answers inside us. Answers for people with blood cancer and blood disorders. Answers that will not only improve lives today but save them tomorrow.

Every day, we match incredible individuals willing to donate their stem cells to people who desperately need a lifesaving transplant.

It all began in 1974 when Shirley Nolan's three-year-old son Anthony was in urgent need of a bone marrow transplant. She set up the world's first register to match donors with people in desperate need and with it, our charity. Today we are pioneers in transforming the lives of those needing stem cell transplants across the globe and we currently give four people a day another chance to live.

But we're not stopping there. We have always believed new ways to save and improve lives can, and must, be found.

Driven by patients, backed by stem cell donors, and powered by science, we won't stop until everyone who needs a transplant can find their lifesaving match and every patient who needs us can not only survive, but thrive.

As we build on our 50 years of experience and expertise to keep pushing the boundaries of what we can achieve for our patients, we hope you will join our incredible team as we embark on a journey to [unlock new ways to treat every patient](#).

## Our vision

A future where every patient who needs us can survive and thrive.

## Our purpose

Uniting people and science to unlock the cures, treatments and transplants that will transform the future for more patients.

## Our aims

- **Survival:** To give every transplant patient the best chance – and quality – of life.
- **Equity:** To ensure all patients have the best access to, experience of and outcome from, treatment.
- **Progress:** To explore and embrace new cell therapies and make them available for patients more quickly

## Our commitment to equity, diversity & inclusion

**We celebrate** diversity in all its richness, including ethnicity; race; socioeconomic background and status; gender; disability and exceptionalities; language; religion; culture; sexual orientation; neurodiversity, and geographical area.

**We value** the invisible and visible qualities that make you who you are and cultivate a culture where you feel a real sense of belonging and can bring your full self to work.

**We welcome** you as an individual who brings unique experiences and perspectives that will help us to realise our vision and purpose to unite people and science to unlock the cures, treatments, and transplants for more patients.

**We strive** to embed equity, diversity, and inclusion practices in every aspect of our daily work.

**We are proud** of the progress we have made, but know that meeting our commitment to equity, diversity and inclusion is an ongoing endeavour.

**We respect** the voice, experience and perspective of every member of our diverse community of supporters, partners and patients.

**We commit** to supporting and promoting equity, diversity and inclusion best practice for every member of the Anthony Nolan community.

## Welcome from the Chief of Fundraising

Thank you for your interest in this role, critical to the delivery of our mission and vision; a future where every patient who needs us can survive and thrive. In 2023, we launched our ambitious five-year strategy. At its core is the uniting of people and science to unlock cures, treatments, and transplants that will transform the future for more patients. The Fundraising division sits at the heart of that vision, delivering the partnerships and income that fund world-leading science and services, and where we see the impact of our lifesaving work every day. As we celebrate our 50th anniversary, we have ambitious plans to build a best in sector team and deliver transformational partnerships which will enable us to do more for every patient that needs us.

The Senior Philanthropy Manager is a crucial role, responsible for driving high-value income growth through managing and growing a portfolio of Major Donors, Trusts and Foundations to fundraise for a breadth of inspiring projects and areas of work. This role has line management responsibility for an experienced and talented Philanthropy Officer who manages their own portfolio of mid-value Trusts and Major Donors. The team enjoys senior level support for high value fundraising in all its aspects, and with inspirational and sector leading services and research against which to fundraise, this is an exciting time to join us.

If you have the skills, experience, and qualities we are looking for and you are inspired by what we can achieve, we'd love to hear from you.

**Nicky Read**

**Chief of Fundraising**

[nicky.read@anthonymolan.org](mailto:nicky.read@anthonymolan.org)

## Key responsibilities

These include but are not limited to:

- Contribute to the Philanthropy strategy, annual plans, budgets, and KPIs, taking a long-term, multi-year view of relationship and funding development
- Manage, develop, and steward a portfolio of existing major supporters and new prospects giving at five and six-figure gift level
- Manage, coach, and support the Philanthropy Officer
- Work closely with senior management, trustees, and colleagues across the organisation to steward donors and develop compelling cases for support
- Manage a Fundraising Board tasked with raising funds through personal donations, and introductions to their personal and professional networks
- Lead development of major fundraising proposals or cases for support and ask for support in writing or face to face

- Influence and shape project development by ensuring supporter needs are taken into account
- Act as the voice of the supporter to place them at the heart of our strategy

### Essential attributes

- Significant experience of successful Trusts and Major Gifts Fundraising
- Demonstrable track record of meeting and exceeding challenging budget targets
- Line management experience, delivering effective staff performance and personal development
- Excellent relationship manager with the ability to engage external and internal stakeholders, and leverage connections
- Demonstrable track record and ability to establish rapport and build relationships with a wide range of audiences at senior level
- Thorough understanding of best practice in Trusts and Major Gifts Fundraising
- The intellectual curiosity to understand complex scientific areas of research, and the ability to transform this information into engaging communication.
- Excellent attention to detail
- Excellent written and verbal communication skills
- Knowledge of word processing, spreadsheets, database management and web-based technologies

## Terms of appointment

**Salary:** 48,000 per annum

**Contract:** 35 hours p/w (full-time)

**Location:** Hybrid working, 2 days/week at Office in Hampstead, London

### Benefits:

Financial	Wellbeing & Health	Family Friendly
✓ Enhanced Pension Scheme	✓ 27 days annual leave (plus bank holidays)	✓ Paid dependents leave
✓ Travel Insurance & Loan	✓ 24-hour Employee Assistance Hotline	✓ Enhanced Maternity, Paternity & Adoption pay
✓ Salary Sacrifice Car Scheme	✓ Medical Cash Plan	✓ Flexible start/finish times (role dependent)
✓ Life Assurance (4x annual salary)	✓ Cycle to Work scheme	
✓ 1000s of discounts!	✓ Gymflex	

And more! (full list of benefits available on website)

## How to apply

Go to [anthonymolan.teamtailor.com/jobs](https://anthonymolan.teamtailor.com/jobs) and click on the relevant job. You will be asked to fill in some details, add a covering letter and upload your CV.

We will contact you to let you know if you have been successful in being invited to interview or not.

If you have any queries, please email [recruitment@anthonymolan.org](mailto:recruitment@anthonymolan.org)

Anthony Nolan is a [Disability Confident Committed](#) and [Living Wage](#) accredited employer.