



**ANTHONY
NOLAN**

Saving lives through stem cells

RECRUITMENT PACK

PERMANENT

FULL-TIME

FUNDRAISING

Senior Prospect

Research Manager



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 income which will enable us to do more for every patient that needs us.

The Senior Prospect Research Manager will develop and deliver the fundraising intelligence strategy across the Anthony Nolan high value fundraising functions, Philanthropy, Partnerships, and Special Events. Encompassing prospect research alongside high value data and insight, the role will lead on the identification of high value prospects, allocation principles, building and reviewing portfolios and pipelines, and supporting the frontline team in the development of cultivation and stewardship strategies and plans.

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

Key responsibilities

These include but are not limited to:

- Develop the high value prospect research strategy in support of the long-term fundraising ambition from high value audiences.
- Operationalise the high value prospect research strategy, bringing together key stakeholders in its delivery.
- Lead and carry out prospect research activity to meet the requirements of the relevant fundraising teams, including proactive research into new prospects, whether individuals, trusts, or companies, including leading prospect searches to match potential funders or sponsors to projects and events.
- Undertake mapping of prospect and Anthony Nolan's internal networks to further identify opportunities.
- Manage fundraising teams' suspect, prospect and supporter data, leading

prospect pool reviews and tracking movement.

- Create research profiles as needed to inform engagement with supporters and potential supporters.
- Prepare high quality briefs for senior leadership and others in advance of meetings and events.
- Devise and maintain a prospect management system that provides accurate reporting on prospects, managing the process for colleagues to share and record information following meetings, ensuring data quality, accuracy, and security.
- Undertake due diligence and corporate risk assessment on potential funders.
- Keep up to date with market and philanthropic trends and use this to inform our research approach.
- Act as high value lead on data protection and GDPR policies.
- Collaborate with the wider Philanthropy, Corporate, and Special Events teams and other colleagues to identify sustainable ways to deliver our current and future strategy.

Essential attributes

You will bring:

- Significant experience of managing prospect research with a focus on high-net-worth individuals, trusts and companies, and demonstrable knowledge of these audiences.
- Relevant experience of collecting and analysing research data, using a variety of sources, to produce high quality reports and recommendations.
- Experience of working with prospect management systems and using data management techniques to support the management of the prospect research process.
- Operational knowledge of the legal, financial and ethical issues related to individual, trust and corporate giving and prospect research.
- Experience of developing and managing relationships with senior stakeholders and ability to present research findings in an accessible format.

You will do the role by:

- Adopting a proactive approach with an enquiring mind.
- Working collaboratively with colleagues across the charity as a whole, including senior leadership and trustees.

- Keeping abreast of best practice and ensuring all prospect research complies with data protection and associated regulations.
- Using your exceptional attention to detail and ability to organise and evaluate complex information and champion effective use of the fundraising CRM.

You will also be good at:

- Promoting and engaging with Anthony Nolan's policies and procedures
- Living the Anthony Nolan values

Terms of appointment

Salary: £42,000 per annum

Contract: Permanent, full-time

Location: Hampstead, NW London (hybrid – 2 days a week in the office)

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 anthohnolan.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@anthohnolan.org

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