

Yorkshire Dales Millennium Trust

Person Specification: Development Director

November 2024



| | Essential | Desirable |
|---|-----------|-----------|
| Experience and Knowledge | | |
| Experience of people leadership and management | X | |
| Significant experience of leading a fundraising team | | X |
| Working at Board level and/or with Trustees, managing senior volunteers, and of working in a fast-paced environment, managing multiple and complex projects | | X |
| Experience of partnership/collaborative working. Understands the engagement and stewardship process of securing major gifts and partnerships. | X | |
| Proven track record of development and/or fundraising demonstrated track record in closing six figure gifts | X | |
| Development of strategies and objectives, managing the delivery within timeframes and budgets | X | |
| Understanding of the current rural environment, climate and biodiversity crisis and how a charity can contribute | | X |
| Understanding of potential funding sources | X | |
| Use of Customer Relationship Database to increase income (Raisers Edge) | | X |
| Skills | | |
| A natural networker and ambassador, able to build strong working relationships with organisations and supporters | X | |
| Highly organised with a proven ability to set and deliver to a high standard consistently with competing and demanding deadlines | X | |
| Financial literacy and analytical skills, able to present complex budgets at a high level | X | |
| Good written, verbal and presentational skills with strong attention to detail | X | |
| Personal Attributes | | |
| Creative, Caring, Honest and Enabling | X | |
| Good negotiating and influencing skills with a wide range of people | X | |
| Results orientated approach to work: self-motivated with ability to plan and manage own workload | X | |

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| Enthusiastic, positive and motivational, able to take the team on the journey effectively to deliver in the face of challenges | X | |
| Curiosity to learn, develop both yourself and others | X | |
| Full driving licence | X | |
| Qualifications | | |
| Experience of working in a similar role and/or educated to degree level | X | |
| Evidence of continuing professional development | | X |