

## EUROPEAN MOVEMENT UK: Development Manager Job Description

*September 2026*

### Key information

**Title:** Development Manager

**Reports to:** Head of Membership and Fundraising

**Salary:** £45-50,000 p.a.

**Contract type:** Full-time, 35 hours/week

**Location:** Hybrid, with an expectation to be in our office in London Victoria at least 2 days/week

**Flexibility:** This role is full-time, flexible with core hours between 10am and 4pm Monday to Friday.

**Out of hours working:** The postholder will be responsible for some out of hours work to attend meetings and events. We operate a TOIL policy

### About European Movement UK

European Movement UK is the country's campaign group for closer ties with Europe. Belief in the UK in Europe has kept us going since our foundation by Winston Churchill in 1949. We've championed this principle ever since, forging deep bonds in trade, security, diplomacy and culture that have delivered immense benefits to people's lives

Today, we are a powerful cross-party movement of over 27,000 members, 250,000 campaign supporters, and 100 local groups. You would be joining a small, friendly and ambitious staff team who are committed to securing a positive European future for our country, and helping to secure vital funds to power the next phase of our campaign.

### Role purpose

Reporting to the Head of Membership, the Development Manager is a frontline fundraiser responsible for driving philanthropic growth by developing and implementing a fundraising strategy and advancing relationships with prospective and major donors in support of the strategic priorities of the European Movement UK.

The role will lead efforts to identify, cultivate, solicit, and steward donors across multiple income streams, helping to secure sustainable financial support for the European Movement UK's mission and activities.

## **Key responsibilities**

1. Develop a multi-faceted strategy to achieve ambitious fundraising targets in support of the strategic priorities of the European Movement UK, with a focus on mid-level giving, major gifts and legacies.
2. Provide high level stewardship and relationship management for existing and former donors.
3. Identify, cultivate, engage and solicit prospective and current donors.
4. Manage a portfolio of 75-100 major gift donors and prospective donors.
5. Meet ambitious targets for funds raised and related projects delivery.
6. Work closely with the leadership, staff and volunteers of the European Movement UK to advance fundraising initiatives and donor engagement.
7. Prepare research, briefings, talking points and background materials in support of donor engagement.
8. Ensure that fundraising records, contact reports, donor-related data and other information are accurate, comprehensive and up-to-date.
9. Collaborate with colleagues to develop compelling cases for support, proposals, presentations and other donor communications.
10. Advise and support fundraising volunteers, working groups, committees and related meetings as required.

## **Essential qualifications and experience:**

1. Significant frontline fundraising experience (minimum 5 years) with a proven track record of securing five to seven figure donations.
2. Demonstrated experience engaging face-to-face with a wide range of individuals and institutions, building and maintaining effective relationships.
3. Experience across multiple forms of fundraising, including appeals, major gifts and legacy giving.
4. Exceptional verbal and written communication skills, with strong organisational, interpersonal and problem-solving skills.

5. High emotional intelligence, strong listening skills, and the ability to build credibility with major stakeholders and donors.
6. Experience advising and supporting senior or executive leadership.
7. Experience recruiting, training and managing fundraising volunteers and committees.
8. Experience working in a fast-paced, mission-driven environment.
9. Belief in European values and the UK's place in Europe, and an understanding of some of the key issues involved
10. Willingness to travel and participate in events, including occasional evenings and weekends.

**Desirable qualifications and experience:**

1. Proficiency with major Customer Relationships Management (CRM) systems, such as NationBuilder, Salesforce, or Raiser's Edge.
2. Commitment to continuous learning, collaborative and creative problem-solving.
3. Ability to manage multiple relationships and projects simultaneously.
4. Ability to thrive in a fast-paced environment, adapt to changing priorities, and work effectively as part of a collaborative team.
5. Experience raising money in a political or campaign-focussed context

**Diversity:**

The European Movement UK is committed to improving the diversity of our team. We welcome applications from all candidates, but would welcome applications in particular from women, people of colour, and disabled candidates, to improve representation in these areas.

Please let us know if you require any reasonable adjustments in order to apply for this role.

**How to apply:**

We run an anonymised recruitment process to help ensure fairness. That means the hiring panel won't be able to see your name or any personal details during the shortlisting process.

To apply, we ask for your CV and answers two screening questions:

1. Please tell us how your skills and experience make you right for this role. (200-400 words)
2. As Development Manager, please briefly outline the key activities you would undertake during your first two months in the role to lay the foundation for a successful major giving programme (200-300 words)

Please submit your anonymised CV and question answers here:

<https://euromove.typeform.com/to/jfwxJNPp>

**Deadline for applications: midnight on Wednesday, 30 September**

First round interviews will be held (online) on 21 and 22 October.

**Any questions?**

If you would like to talk to a member of the team before you apply, we would be very happy to share more details about the role and our recruitment methods. Please contact the office to arrange this on [recruitment@europeanmovement.co.uk](mailto:recruitment@europeanmovement.co.uk) or 020 8126 0247.