

# Head of Philanthropy

## Prostate Cancer Research



**Working hours:** 35 hours per week.

**Salary:** £51-60k depending on experience

**Department:** Public Fundraising

**Location:** We have flexible working arrangements, so you can choose to be office based, hybrid or remote. You'd also be needed to travel for in-person meetings with prospects and supporters, as well as for team building and strategy days on an ad-hoc basis.

**Contract:** Full time, permanent.

### Position Overview:

We have an exciting opportunity for a dynamic Head of Philanthropy, who will join our team and lead on the development of a new Philanthropy programme. Recent Trustee appointments have opened new networks to PCR, we have additional celebrity introductions, while a recent campaign has quadrupled our prospect database. We now need someone who is excited at the opportunity to come on board and make the most of these opportunities. This will provide the basis of a pipeline of support to fund our lifesaving work including an NHS backed data platform Prostate Progress, as well as our Translational Research arm, Proven Connect which is setting up a £1 fund for their work.

This growing portfolio of innovative, game-changing work offers an exceptional range of funding opportunities, including philanthropic and impact investment. Reporting to our Director of Public Fundraising, this role will entail working across the organisation to secure significant support not only from high net-worth individuals, but also to build relationships with private wealth managers and family offices.

### Key Responsibilities:

#### Prospect and Donor Development:

- Develop and manage a portfolio of high net-worth individual donors and prospective donors who are passionate about our cause and making a difference for people with prostate cancer.
- Attend events and meetings to connect with people who can support in achieving PCR's strategic aims.
- Work collaboratively with teams internally to identify and maximise opportunities where we can increase support.
- Develop and manage a group of high-profile volunteers and leverage their networks to enhance PCR's reach and fundraising potential.
- Develop and manage relationships in private wealth management and family offices, leveraging connections from Trustees and other PCR volunteers.
- Develop and deliver targeted appeals to focus major donor support.
- Host cultivation and stewardship events in collaboration with the Bespoke Events Manager.
- Provide exceptional supporter care to build strong, long-term connections and giving.
- Ensure all reports, communications and events are engaging and inspire philanthropic support from attendees.
- Utilise personalisation and storytelling to connect with supporters and showcase PCR's impact.
- Manage high-profile relationships with key supporters of the charity.

#### Income growth and strategy

- Develop and deliver a comprehensive philanthropy strategy, aligned with the organisation's strategic aims.
- Grow income and maximise opportunities to increase our impact through HNWI's.
- Manage budgets effectively and report on key performance indicators (KPIs).
- Ensure transparency and accountability in all financial and performance reporting.
- Continuously refine and adapt the strategy to meet the evolving needs and goals of the organisation.

### Skills and experience

- Proven experience in major donor fundraising and relationship management.
- Proven experience in securing 6-figure + gifts.
- Experience of working with family offices/private wealth management.
- Strong networking and interpersonal skills.
- Excellent communication and presentation abilities.
- Ability to work collaboratively across teams and manage multiple projects effectively.
- Experience in organising fun and engaging cultivation and stewardship events.
- Strategic thinking and a proactive approach to identifying and maximising opportunities.

**Benefits:** 25 days annual leave with additional day for every year of service, buy or resell options for up to 3 days and an additional 3-5 days given when the office closes at Christmas); 5% pension; 5% of salary for training, Perkbox account with gym memberships and discounts, Bike2Work Scheme and more.

### How to apply?

Please send your CV and a short supporting statement (maximum 1 side of A4) outlining why you want role and why you think you'd be a good fit, giving examples of previous experience.