



JOB TITLE (LOCATION)	FUNDRAISING LEAD (MIDLANDS & SOUTH WALES)
SALARY AND BAND	BAND 7 - £43,725 - £53,895
ANNUAL LEAVE	27 DAYS PLUS 9 BANK HOLIDAYS FOR FULL-TIME HOURS
REPORTS TO	ASSOCIATE DIRECTOR OF INCOME GENERATION
DIRECT REPORTS	CENTRE FUNDRAISING MANAGERS FOR MIDLANDS & S. WALES

### **About Maggie's**

We provide free cancer support and information in our specially designed centres across the UK and online. Working alongside NHS hospitals, Maggie's centres are staffed by expert Cancer Support Specialists, Psychologists and Benefits Advisors, helping people to take back control when cancer turns life upside down. Our ambition is for Maggie's to be there for everyone with cancer. Our long-term aim is to make sure that Maggie's is available at all 60 NHS cancer sites across the UK. We will ensure that nobody living with cancer is unable to access the expert psychological, practical and emotional support they need. In the next five years we will be halfway to achieving this goal with Maggie's centres being operational or planned at 30 major NHS cancer sites.

### **About the Post Holder**

You will have a proven ability to lead teams to deliver income targets as well as experience managing a pipeline of major donors or corporate partners. You will have excellent communication and writing skills, and be a confident and determined team player with a positive and flexible approach to work. You will have the ability to communicate the ethos and philosophy on which Maggie's is founded, as well as the flexibility to undertake travel and work non-standard hours occasionally, as required.

### **About the Role**

The post holder will lead Philanthropy and Corporate fundraising across your region, developing relationships with high-net-worth individuals, senior business leaders and corporate partners. You will manage Centre Fundraising Managers, and support them on planning and prioritisation, work with Fundraising Boards as appropriate, and share best practice across Maggie's. You will help develop new fundraising opportunities. This role requires a confident and collaborative leader who can coach teams, manage multiple stakeholders, work independently across a large region, representing Maggie's with clarity and credibility.

There are four fundraising leads covering Scotland, North and North Wales, Midlands and South Wales and South. This role will work closely with the following centres: Cardiff, Swansea, Cheltenham, Nottingham, Oxford, Northampton, (*Birmingham, Coventry* – not yet open).

### **Key Responsibilities**

#### **Philanthropy & Corporate Fundraising (approx. 70%)**

- Lead on identifying, cultivating, and stewarding regional Philanthropy and Corporate prospects through existing centre connections, and new networks and research. Develop relationships with high net-worth individuals, senior business leaders, and regional corporate partners.
- Build relationships with Centre Fundraising Boards to support development of new leads.
- Explore where we can scale local fundraising opportunities to have wider regional or national impact wherever appropriate.
- Work closely with Associate Director and London office fundraising teams to ensure alignment, handover, and joined-up relationship management.



### **Leadership & Centre Support (approx. 25%)**

- Working closely with the Associate Director/Head of Fundraising, provide support and guidance to Centre Fundraising Managers across the region to meet their annual fundraising targets and maximise centre income.
- Strengthen planning, prioritisation, and proactive fundraising activity within centres based on data-driven opportunities, supporting centres to focus on their strongest income streams and areas with highest growth potential.
- Foster collaboration, idea-sharing, and consistency between centres to accelerate best practice.
- Improve clarity of expectations for centre fundraisers, helping to create a sustainable and positive working environment.
- In collaboration with the Associate Director/Head of Fundraising and other colleagues set the annual fundraising budget, and work on quarterly forecasting.

### **Strategic Contribution & Cross-Organisational Collaboration (approx. 5%)**

- Work with the Associate Director and/or Fundraising Director to scope and shape new fundraising opportunities.
- Support organisational priorities relating to new centre openings, including transition from capital to revenue fundraising.
- Contribute to strengthening a positive fundraising culture and shared language across centres.

### **General**

- Drive a high-performance culture through providing effective leadership, management and coaching to develop and support teams.
- Work effectively with colleagues across Maggie's to maximise fundraising opportunities
- Ensure that all Centre Fundraising staff operate in accordance with Maggie's culture, principles, and brand
- Maintain an up-to-date knowledge of professional fundraising.
- Ensure that data is all appropriate information is captured effectively and fundraisers have the reports to support their work

### **Essential skills and experience**

- Significant fundraising experience, with a strong track record in income generation.
- Experience building and managing relationships with high net-worth individuals, major donors, business leaders or corporate partners.
- Ability to provide leadership, management and coaching to centre fundraising teams.
- Strong planning skills, with the ability to identify opportunities, plan proactively and support others to prioritise effectively.
- Motivational and skilled collaborator, able to drive cross-team working, shared learning, and consistent approaches across different locations.
- Comfortable working across a large geographic region, managing time and balancing leadership with hands-on fundraising delivery.
- Experience of managing multiple stakeholders and maintaining strong relationships across teams and geographical locations.
- Strong communication and influencing skills, with the ability to represent Maggie's confidently with donors, partners, and internal teams.
- Capacity to work under pressure, prioritise and meet tight deadlines.
- Ability to operate autonomously, making informed decisions while ensuring alignment with organisational priorities.