

Job Title:	Head of Philanthropy and Partnerships
Team:	Fundraising, Communications & Retail
Hours:	Full time 35 hours per week
Salary:	£48,000 - £55,000
Contract Length:	Permanent
Reporting to:	Director Fundraising, Communications and Retail

Mothers' Union is a global Christian movement working with people of all faiths and none to develop communities, strengthen families and advocate for change. Our members are active in 83 countries and work tirelessly to serve their communities to build a future where everyone thrives.

Founded in 1876, Mothers' Union is a women-led volunteer movement, with a membership of 4 million people around the world, 36,000 of whom live in the UK and Ireland. Based on Christian fellowship, members express their faith through action in their local communities, aiming to create a world where every individual can reach their full potential, by stopping poverty, injustice and violence.

Why work for us

Are you interested in seeing the true impact of your work? As the Head of Philanthropy & Partnerships, you will play a pivotal role in shaping our major donor and trust income portfolio to serve the strategic aims of the Charity.

We are a diverse and inclusive movement who also welcomes friends, supporters and volunteers, all championing the work we do. Our international development work span across a host of countries in the African continent, Caribbean, South East Asia and the Pacific Islands. We have a strong programme for improving the literacy and numeracy skills among girls and women in the Democratic Republic of Congo and South Sudan. We also have programmes aimed at tackling issues such as poverty and gender based violence across parts of Africa. In the UK, we run programmes such as Metamorphosis, which equips people with the inspiration, confidence and skills to work for transformation in their local churches and communities across the UK and Ireland. Our work in UK prisons involve, volunteering in Prison Visitors' Centres which is the first point of contact for those visiting the prison.

Your work as the Head of Philanthropy & Partnerships will enable Mothers' Union to continue its wonderful work in UK and overseas. If you are interested in a role, where you can see how your work impacts the lives of beneficiaries, this is the role for you.

You will

- Develop and implement a strategy for the Major Donor and Trusts income ensuring annual income targets are consistently met or exceeded.
- Create and maintain accurate and ambitious income and expenditure budgets, reforecasts and variance reports
- Monitor and report on your strategy performance, long term income modelling and contribute insight to organisation-wide business planning
- Develop and manage a portfolio of Individual supporters and prospects to personally secure 5, 6 and 7 figure donations in support of Mothers' Union core activities and projects.

- Work closely with the CEO, Trustees and Executive team to recognise and cultivate key relationships with existing donors, ambassadors, and celebrities, as well as potential new supporters, corporates and partners
- Create a pipeline of supporters and ensure that new donors are recruited to expand and refresh the supporter pool.
- Ensure that appropriate stewardship activity is in place for all major supporters, lead on the creation of a department wide stewardship approach.

General Responsibilities

- Support the mission, ethos and values of Mothers' Union
- Support and promote diversity and equality of opportunity in the workplace.
- Work collaboratively with others in all aspects of our work
- Represent and be an ambassador for Mothers' Union
- Carry out any other associated duties as may arise in line with the broad remit of the position as requested by the Director of Fundraising, Communications and Retail

Person Specification

- Be able to evidence a track record in securing 6 figure+ fundraising from high net worth individuals (essential), trusts, foundations (preferred) and corporate (desirable)
- Experience of developing new products and giving programs for high net worth individuals and funders
- Ability to develop, manage and deliver against accurate budgets and forecasts
- Excellent written and verbal communication skills, including good attention to detail
- Experience building strong internal relationships and operating at a senior level with a wide range of stakeholders
- A positive attitude, resilience, and self-motivation driven by a passion for our work of Mothers' Union
- Proven ability as an exceptional, highly-organised project manager able to work across simultaneous complex projects and prioritise their own workload effectively
- Understanding of charity legislation, best practice guidelines and regulatory requirements
- Confident with MS systems, particularly Excel, and CRM systems

Benefits

- 25 days of annual leave (full time) plus up to 4 days of leave (full time) given at the discretion of Mothers' Union.
- Employer pension contribution of 7%.
- Enhanced maternity, paternity and adoption pay.
- Two volunteering days per calendar year.
- One away day per calendar year.
- Enhanced sick pay.
- Bereavement leave & Compassionate leave
- Season ticket loan.
- Cycle to work scheme.
- Employee assistance programme.
- Eye care voucher and an allowance towards glasses.

Work Location/Hybrid Working Pattern

This role will be based at our Head Office in central London. Mothers' Union operates a hybrid working model. Staff are required to work an aggregate minimum of 90 days per calendar year (pro rata for part timers) at our Head Office, Mary Sumner House in central London. Tuesdays are our anchor days where every staff member is expected to be at the office. The 90 days includes anchor Tuesdays. In addition, Thursday is a core working day where part time staff are expected to work, either at home or from the office as needed.

How to Apply

If you are interested in this position, please apply by sending your **CV and a Cover Letter via Charity Job**. The Cover Letter should clearly outline how your skills match the main responsibilities of the role.

Please note – only applications with a cover letter, alongside a CV, will be considered.

Application Deadline

The closing date for applications is **25 July 2024**. Due to the number of applications we may receive, we will not be able to individually respond to each applicant. Kindly note, we will only be getting in touch with the applicants shortlisted for an interview. We aim to get in touch with the shortlisted candidates after the application deadline.

Equal Opportunity

Mothers' Union is an Equal Opportunity Employer. We celebrate diversity and are committed to create an inclusive environment for all employees.