

## **Mid & Major Donor Manager**

**PERMANENT, FULL TIME**

**£37,000 - £42,000 (*depending on experience*)**

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### **WHO WE ARE**

24-7 Prayer is an international, interdenominational prayer movement, with a vision to revive the church and rewire the culture through non-stop night and day prayer.

We started in 1999, when a simple student-led prayer vigil went viral and groups all over the world joined in to pray. Now, over two decades later, thousands of communities have taken part in 24-7 Prayer in churches, communities and cities in over half the countries on earth. From apps and courses to prayer rooms and blogs; we exist to help people pray.

### **THE ROLE**

We're looking for an experienced Mid & Major Donor Manager who is passionate about connecting people with the vision, people and projects across the 24-7 Prayer movement that inspire generous giving.

You'll love building authentic relationships and helping supporters discover how their generosity can fuel prayer, mission and justice around the world. You'll be someone who enjoys listening well, thinking strategically, and communicating impact in ways that help donors feel deeply connected to the movement they are helping to resource.

You will bring experience in mid and major donor fundraising, alongside strong communication and relationship-building skills. As a relational movement, we're looking for someone who values and cultivates genuine connection.

This role would suit someone with experience working with high-net-worth individuals who thrives in a fast-paced, growing organisation. We're looking for someone who is motivated by both people and outcomes—someone who enjoys using insight and data to build strong donor relationships and achieve ambitious fundraising goals.

Above all, you'll have a personal passion for prayer, mission and justice, and a desire to see the vision of 24-7 Prayer continue to grow and achieve its mission to revive the church and rewire the culture.

### **Role Overview**

As the Mid & Major Donor Manager, you will develop and deliver strategies that inspire individuals to invest in the mission of 24-7 Prayer through four and five-figure gifts. You will manage a portfolio of mid and major donors and prospects, leading cultivation, solicitation and stewardship activity that helps supporters deepen their partnership with the movement. Through thoughtful relationship management, you'll create personalised opportunities for donors to engage with the stories, people and projects that matter most to them.

You'll work closely with colleagues across the organisation to communicate impact, identify opportunities and ensure supporters experience exceptional care throughout their giving journey.

If you'd like to apply for the role, please click here\*

\*When prompted in the application process, please upload

1. Your CV
2. A 1-page covering letter explaining why you are suitable for the role and why you would like to work at 24-7 Prayer.

*N.B. If you do not upload both pieces of documentation your application will not be taken further.*

Please note that this role holds an occupational requirement for the post holder to be a practising Christian with a living relationship with God, living in accordance to biblical principles. This is in accordance with Schedule 9 of the Equality Act 2010.

Closing Date for applications: **26<sup>th</sup> July 2026 23:59**

Interview date: **4<sup>th</sup> August 2026**

#### **Our offer to you:**

- **Being part of a team:** as we seek God's kingdom through prayer, mission and justice. We are highly relational, and we're committed not just to supporting others to pray, but to being shaped by a culture of prayer ourselves.
- **Flexible working:** we care about your wellbeing and encourage flexible work arrangements such as hybrid working to promote work-life balance.
- **Leave:** 25 days of AL days, which increases with service, in addition to bank holidays.
- **Retreat days:** 6 days a year (pro-rata for part time).
- **Family friendly policies:** such as flexible working, maternity policy, parental leave.
- **Pension Scheme:** we offer a group stakeholder pension scheme with 7.5% employer's contribution and an employee contribution of 4-9%.
- **Training** opportunities.
- **Life Assurance:** upon death while in service, the payment covers three times the value of the employee's annual salary.
- **Employee Assistance Programme** through Spark.
- **Complimentary ticket** to attend Wildfires festival and our International Gathering.

## THE JOB DESCRIPTION

<b>Job title:</b>	Mid – Major Donor Manager
<b>Salary:</b>	£37,000 - £42,000
<b>Contract type:</b>	Permanent, full-time
<b>Job location:</b>	This role can be either based in our Woking office or a hybrid role. If hybrid, there is a requirement to attend mandatory in-person meetings at either our Woking office, Guildford or Waverley Abbey House in Farnham (averaging once a month). This role may occasionally require some travel nationally and internationally.
<b>Line managed by:</b>	Head of Fundraising

### Key Responsibilities:

#### Donor Development & Relationship Building

- Manage a dynamic, rolling portfolio of approximately 100–300 mid and major donor prospects, with activity focussed on priority relationships while maintaining engagement and progression across a broader pipeline.
- Develop and deliver personalised engagement, cultivation, solicitation and stewardship plans for supporters in the UK and USA.
- Build meaningful relationships through meetings, video calls, events and personalised communications.
- Identify and qualify prospective major donors whose values and interests align with the mission of 24-7 Prayer.
- Prepare and deliver compelling, tailored funding proposals and gift opportunities that reflect the interests and capacity of individual donors.
- Communicate the impact of 24-7 Prayer's work through stories, data and outcomes that inspire continued partnership.

#### Fundraising & Income Generation

- Meet or exceed agreed income targets and key performance indicators.
- Develop and implement strategies to secure four and five-figure gifts from individuals.
- Partner with senior leaders and programme teams to create meaningful donor engagement opportunities.
- Support the development and delivery of mid-level donor campaigns and appeals.
- Represent 24-7 Prayer at meetings, events and gatherings, helping supporters connect more deeply with the movement and its vision.

#### Donor Stewardship

- Develop and deliver a thoughtful stewardship programme that ensures donors feel valued, informed and connected.
- Provide timely updates on the progress and outcomes of projects and initiatives funded through donor generosity.

- Coordinate online and in-person events designed to deepen donor engagement and strengthen relationships.
- Track donor engagement and giving activity, adapting stewardship plans where appropriate.
- Ensure donor records, interactions and giving history are accurately maintained within the CRM.
- Analyse portfolio performance and donor trends to inform fundraising strategy and decision-making.
- Prepare reports, forecasts and updates for leadership.

### **Collaboration & Cross-Team Working**

- Work closely with communications, programme and leadership teams to gather stories, impact data and project updates.
- Help create compelling donor communications, proposals and stewardship materials.
- Contribute to wider fundraising initiatives and identify opportunities for major donor engagement across the organisation.
- Champion a culture of generosity, relationship-building and supporter care across the team.

### **Person Specification**

#### **Experience & Knowledge**

- Proven experience securing four and five-figure gifts from mid and major donors, ideally within the charity or faith-based sector.
- At least 2–3 years' experience managing and growing a portfolio of mid and/or major donors.
- Demonstrable experience of donor cultivation, solicitation and stewardship.
- Strong understanding of fundraising best practice, compliance requirements and ethical fundraising principles.
- Experience working with high-net-worth individuals and building long-term supporter relationships.

#### **Skills & Abilities**

- Excellent written and verbal communication skills, with the ability to communicate vision, impact and funding opportunities in a compelling and personal way.
- Outstanding relationship-building skills and a genuine enjoyment of connecting with people.
- Strong organisational skills with the ability to manage multiple priorities and deadlines effectively.
- Confidence using data and donor insights to inform fundraising strategy and decision-making.
- Experience using CRM systems to manage donor relationships and track activity.
- Strong research skills and the ability to identify and assess prospective supporters.

#### **Personal Qualities**

- A passion for the vision and values of 24-7 Prayer.
- A personal commitment to prayer, mission and justice.
- Warm, relational and people-focused.
- Self-motivated, proactive and able to work independently.
- Collaborative and adaptable, with a willingness to contribute across a growing team.
- Able to balance strategic thinking with excellent attention to detail.

