



## **Marketing and Fundraising - Philanthropy, Corporate and Trusts**

<b>Job Title:</b>	<b>Deputy Head of Philanthropy (Trusts and Foundations)</b>
<b>Reporting to:</b>	<b>Head of Philanthropy</b>
<b>Responsible for:</b>	<b>International Trusts Manager, UK Trusts Manager</b>
<b>Dogs Trust Grade:</b>	<b>D</b>
<b>Location:</b>	<b>London office</b>

### **Job Purpose**

The Deputy Head of Philanthropy (Trusts and Foundations) is responsible for ensuring the successful delivery of the Trust and Foundations strategy. This includes growth in the Trusts and Foundations pipeline in both the UK and overseas, securing aspirational and sustainable income targets for Dogs Trust priorities.

### **Overview of the Department/Team**

Dogs Trust is the UK's largest dog welfare charity and cares for dogs across our network of 21 rehoming centres in the UK and one in Dublin. We are proud of the work we do to support dogs and their owners in the UK and internationally. We are the leading organisation promoting dog welfare and responsible dog ownership and support vulnerable owners in times of crisis through our Freedom and Together Through Homelessness projects.

In the UK, we have just launched the private phase of our first ever capital campaign - 'Lead The Way' which aims to raise £30 million to transform how we care for dogs. By expanding our fostering programme, investing in innovation, and transforming three of our oldest rehoming centres in West Calder, Merseyside, and Glasgow, we aim double the number of dogs we can care for over the next decade.

Internationally, Dogs Trust has recently united with WVS and Mission Rabies to champion dog welfare globally and take the decisive step forward in the fight against rabies, one of the deadliest zoonotic diseases in the world.

Over the next 5 years, we plan to grow our income from trusts and foundations based in the UK and overseas for both our UK and international programmes. We are seeking an experienced leader who will enable the growth in the Trusts and Foundations pipeline. This highly skilled fundraising professional will have a proven track record of securing 6 and 7 figure gifts from grant-making bodies, leading a team of front-line trusts professionals to grow the trusts pipeline at scale and working in a complex environment.

### **Key areas of accountability**

Philanthropy strategy, planning and delivery, including:

- Develop and implement a strategy to grow funding for our international programmes from a portfolio of global animal welfare and health funders.

- Develop and implement a strategy to grow statutory and institutional fundraising at Dogs Trust.
- Develop and implement the Trusts and Foundations strategy for the Lead The Way campaign.
- Alongside the Head of Philanthropy and Trusts, work with key internal stakeholders such as the Programme Boards and the Monitoring and Evaluation team to ensure effective and impact driven proposition development and reporting for grant-making bodies.
- Work with the Philanthropy management team Deputy Head of Major Gifts and Deputy Head of Principal Gifts to ensure the senior volunteer strategy enables growth in the trusts and foundations pipeline.

Trusts and Foundations development, including:

- Ensure a relationship led approach to Trusts and Foundations fundraising at Dogs Trust by developing face to face cultivation approaches and senior volunteer recruitment and management.
- Work with Trust Managers on the cultivation of significant prospects in the pipeline, where appropriate.
- Lead the Trusts and Foundations team to deliver expert cultivations, applications and proposals to ensure income targets are met/exceeded.
- Develop a personal pipeline of 6 and 7 figure prospects based in the UK and/or overseas and raise an agreed individual annual income target.

Team management, including:

- Lead and manage the Trusts and Foundations team to develop their pipelines and secure aspirational income targets, as well as supporting personal development and career aspirations.
- Deputise for the Head of Philanthropy and Trusts in all matters related to Trusts and Foundations fundraising, and in matters related to all aspects of Philanthropy from time to time.

Internal relationship management, including:

- Work collaboratively with other Deputy Heads of Philanthropy towards a donor led, fluid and holistic approach to prospect allocation and development across the Major Gift, Principal Gift, Corporate and Trust and Foundation pipeline to ensure the best outcome for all philanthropic gift cultivations.
- Work collaboratively with senior stakeholders across Dogs Trust to support the Heads of Department within Philanthropy and Corporate Partnerships in the development of new cases for support and bespoke funding opportunities.
- Maintain strong relationships with leadership across the organisation, including the CEO office and directors to ensure good working relationships and encourage their support with cultivations and stewardship across the team. Other key relationships may include HR, Finance, Operations, Communications and Research.
- Contribute to and provide regular updates across the organisation to ensure the Trusts and Foundations strategy is embedded across the organisation and is aligned with the wider plans and objectives of Dogs Trust.

Monitoring and reporting, including:

- Ensure the team tracks all Trusts and Foundations cultivation activity through our CRM.
- Oversee the forecasting and management of income and expenditure for the Trusts and Foundations team.
- Lead on the monthly reconciliation of income and financial reporting for the Trusts and Foundations teams.
- Develop exciting and compelling reports for funders, clearly demonstrating impact and achieving a high level of gift renewals.

Any other reasonable duties.

**Person Specification**

*Essential skills, qualifications, experience, and attributes*

Proven track record of leading and developing a Trusts and Foundations function.

Proven track record of relationship building with Trusts and Foundations to personally six and seven figure gifts.
Proven track record of securing funding for international projects.
Proven track record of developing and managing Trustees and/or senior volunteers to secure Trusts and Foundations introductions and income.
Proven strategic thinker with strong track record of strategy development and implementation.
Excellent relationship management skills, working in collaboration with multiple stakeholders.
Proven experience of creating a positive culture, managing, and motivating others to work successfully as a team.
A senior leader, with a proven track record of leading diverse teams, covering multiple locations.
Experience of developing and managing large budgets.
Excellent communication skills, both written and face to face.
Willingness to travel and work irregular office hours from time to time, such as for an evening events or breakfast meeting.
Comfortable with a role that involves extensive travel within the UK and overnight stays.
A commitment to the aims and values of Dogs Trust.
<i>Desirable skills, qualifications, experience, and attributes</i>
Demonstrable success in a similar role in a charity setting.

<b>Additional information</b>
Our Hybrid working policy requires employees to spend approximately 40% of their time working from our London office, and the remainder from home.
<b>Last revised: July 2024</b>



