

PHILANTHROPY MANAGER

Role Purpose	To secure, solicit and steward significant gifts from major donors and trusts, developing and managing a portfolio of supporters and prospects to deliver agreed philanthropic income and grow the charity's pipeline of future support.
Pay Band	3
Office attendance / travel requirements	Regular travel to our London office and for donor meetings will be required, alongside attending events. This is typically 2-3 times per month, or as the role demands.
Reports to	Senior Philanthropy Manager
Line management responsibilities	This role does not have any line management responsibilities
Key relationships	Internal contacts: CEO, directors and deputy directors to provide briefing, preparation and follow up for donor meetings. Mission teams to identify and develop appropriate funding opportunities matched to donor interests as well as proposition development. Finance team to ensure correct allocation and reporting of restricted funding. Other fundraising teams to ensure effective stewardship of donors. External contacts: To provide effective stewardship and secure gifts from major donors, prospects, high value trusts and key stakeholders and partners who have the potential to give £25k and above. Sector peers to share information and insight on wider philanthropy trends.
Financial Responsibility	This role does not have any financial responsibility

CONTEXT

The partnerships and philanthropy team secure and steward gifts from high value donors and prospects to fund groundbreaking research, advocacy and support for people affected by blood cancer.

The Philanthropy Manager focuses on developing and securing gifts from major donors and trusts, managing a portfolio of prospects and supporters and developing relationships that have the potential to generate sustainable philanthropic income.



The team sits within the wider fundraising team, which is part of the Engagement directorate, and also works closely with the mission teams.

MAIN ACCOUNTABILITIES

1. Develop and deliver donor development plans for major donors, trusts and prospects, building relationships, understanding motivations and identifying opportunities for significant and long-term support.
2. Provide high levels of stewardship to develop the high value donor pipeline and effectively manage relationships.
3. Proactively develop donor relationships and engagement opportunities, through meetings, calls, visits and other appropriate engagement activity to deepen relationships and identify opportunities for funding.
4. Identify and develop new business opportunities by researching and qualifying prospects, growing the philanthropy pipeline and increasing income from new and existing supporters.
5. Liaise with mission teams to create and deliver effective funding proposals and approaches aligned to Donor and Trust motivations.
6. Develop and deliver high-quality funding proposals, cases for support, pitches, presentations and briefing materials to secure support.
7. Utilise special events opportunities as part of the cultivation and stewardship plans, identifying and inviting donors and prospects to attend events that deepen engagement with the organisation.
8. Ensure that all KPIs, including for new business and stewardship, are achieved to ensure income targets are met.
9. Ensure all income is coded and reported accurately to ensure compliance and support budget management.
10. Maintain accurate records of all interactions with supporters and prospects to ensure a correct overview of the donor pipeline and KPIs.
11. Use data, insight and industry trends to ensure new opportunities and identified and the best possible experience is provided for supporters.
12. Use LinkedIn to support meaningful engagement with current and potential donors.
13. Contribute to the development of department budgets and high-level planning to ensure plans and budgets are accurate.
14. Share knowledge and expertise with colleagues, providing informal guidance and support to create a collaborative culture of high performance and continuous improvement.

All employees at Blood Cancer UK promote the organisation's vision, mission and core values and are committed to actively promoting equality, diversity and inclusivity. This includes attending and assisting at Blood Cancer UK events and activities as required, including occasional evening and weekend work. We take a positive attitude to



technology, insight and data, including an enthusiasm to use new technologies and ways of working to deliver objectives. All employees are expected to follow Blood Cancer UK's policies and

procedures and do any reasonable thing required by their manager.

KNOWLEDGE, SKILLS & EXPERIENCE

Skills
Excellent written and verbal communication skills.
Excellent relationship-building, influencing and negotiation skills to achieve successful fundraising outcomes.
High level of resilience and ability to consistently pursue opportunities.
Ability to use data and insight to manage donor portfolios, identify opportunities, monitor performance and inform fundraising decisions.
Ability to develop and deliver effective donor development and fundraising plans aligned to organisational priorities.
Experience
Proven experience securing high-value gifts from major donors and/or trusts and delivering against fundraising or income targets.
Experience developing and delivering compelling funding propositions and cases for support.
Experience of identifying and developing new business opportunities.

COMPETENCIES

Core Competency	Level required for role
Collaborative working	Practicing
Being innovative	Practicing
Being high performing and accountable	Practicing
Stakeholder and blood cancer community led	Expert
Leadership skills	Developing
Professional and technical expertise	Practicing