

Philanthropy Manager

Location	Remote working in the UK, with occasional travel to London
Responsible to	Director of Fundraising
Contract	Full-time/Permanent, 37 hours per week

Who we are?

Speakers for Schools is the largest social mobility charity in the UK. We help to level the playing field between state and independent schools by giving all young people access to the same prestigious networks available to the top fee-paying schools.

We believe that by inspiring young people to explore their ambitions through our speaker programme, facilitating access to multi-day experiences of the world of work, and supporting young people to successfully seize opportunities available to them, then we can make a profound difference to the lives of young people, their future happiness and prosperity.

By 2028, our ambition is that every young person in the UK has access to high quality work experience. Yet today, less than half of young people leave secondary school having had any work experience whatsoever.

Role Summary:

The Philanthropy Manager will play a pivotal role in raising funds from high-net-worth-individuals (HNWI) towards the work of Speakers for Schools. They will build relationships with prospects and donors, ensuring that each are guided through the solicitation cycle towards making major donations. They will work closely with colleagues, volunteers and leadership to ensure each prospect/donor is engaged appropriately and accurate information is provided in a timely manner. They will also support the overall function of the Fundraising team, supporting other forms of fundraising including trust and corporate activity.

Key Duties / Responsibilities

Strategic Purpose

- **Fundraising from HNWI** – build and maintain a pipeline of HNWI prospects and donors with potential to give £5k+ per annum.
- **Propositions and asks** – develop and deliver accurate and inspiring fundraising proposals and reports meeting and surpassing donor and prospect expectations.

- **Other forms of fundraising** - supporting fundraising from trusts and corporates opportunities with solicitation and stewardship activities.

Engagement

- **Stewardship** – work closely with the Donor Relations Manager to ensure all HNWI donors are stewarded effectively.
- **Collaborate with staff, volunteers and leadership** – ensuring you have an expert knowledge of the work of Speakers for Schools and can communicate it passionately and accurately to prospects and donors.

Delivery

- **Events** – utilise and support fundraising events to create a culture of fundraising and philanthropy within Speakers for School
- **Data and reporting** – ensure information on donors is correctly recorded in Salesforce, and supporting KPI and other reports created by the Director of Fundraising.
- **Other duties** – supporting the work of the Fundraising team and wider organisation as required.

Note: This job description is intended to convey information essential to understanding the scope of the role. It is not intended to be an exhaustive list of responsibilities and duties required.

Education / Experience / Knowledge

Essential	Desirable
Experience of working with high-value supporters and/or customers, engaging them with the work of the charity/business and maximising income.	Experience working in a social mobility or education-focused charity.
Strong relationship-building skills, with the ability to cultivate and steward philanthropic relationships effectively	Proven ability to raise income from HNWI, manage a philanthropy portfolio of established and new donors, achieve targets as part of a fundraising business plan
Experience of compelling proposal and report writing for a philanthropic audience	
Excellent communication skills, both written and verbal	
Enthusiastic and a self-motivated team player	

Speakers for Schools Values:

- PASSION:** We are committed to levelling the playing field for young people across the UK, creating social mobility and tackling disadvantages.
- AGILITY:** We challenge our ideas of what is possible in order to better meet the needs of those we support. We are human, make mistakes, learn, evolve and adapt.
- INTEGRITY:** We act with empathy and bring our authentic selves to work every day. We value and respect the talent, time and intentions of those we work with.
- COLLABORATION:** We are one team with one mission and only by working together can we deliver better outcomes for young people. We support each other unconditionally and feel motivation in shared success as well as individual progress.
- DIVERSITY:** We know it takes people with different ideas, strengths, identities, interests, and cultural backgrounds to make our organisation succeed. We encourage constructive debate and critical friendship.

Diversity at our core

Speakers for schools is an equal opportunities employer. We are committed to encouraging equality and diversity among our workforce and eliminating discrimination.