

## Greater Change – Philanthropy Manager

Founded in 2018 by Alex McCallion and Jonathan Tan, Greater Change is an NGO providing cash grants to support people to overcome the financial barriers on their pathway out of homelessness using personalised budgets.

We partner with frontline charities and support workers who refer people to us who would benefit from our financial support. The personalised budgets (supported cash transfers) we provide are typically for rent deposits, ID documents, training courses etc.

On average, Greater Change spends £1,400 per individual and last year 85% of the people we supported sustained their move into stable housing, saving the public purse over £41,000 per person per annum.

Our goal is ultimately to use personalised budgets as a dignified and effective tool to end homelessness.

### Our Values

<ul style="list-style-type: none"><li>● Trust &amp; Support</li><li>● Growth &amp; Development</li><li>● Passion with Boundaries</li></ul>	<ul style="list-style-type: none"><li>● Clarity &amp; Communication</li><li>● Emotional Security &amp; Maturity</li><li>● Impatience for Change</li></ul>
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### The Opportunity

We are looking for an entrepreneurial, ambitious and relationship-driven Philanthropy Manager to help grow Greater Change's income, impact, and profile. Reporting to the Head of Growth and working closely with the CEO, this is a hands-on role suited to someone who can be creative and structured.

You will lead key income streams across High Net Worth Individuals, Trusts and Foundations, and fundraising events, delivering high-quality proposals and thoughtful stewardship that strengthens long-term partnerships.

The ideal candidate will be someone who understands how we are maximising impact and cost-effectiveness. You will be able to clearly communicate how our work delivers meaningful outcomes.

Above all, we are looking for someone proactive and thoughtful, who is motivated to play a key role in scaling a high-impact, evidence-led solution to homelessness.

### Main Responsibilities

1. Work closely with the CEO on philanthropic relationships, including supporting the Development Board's engagement, meetings, and follow-ups.
2. Lead all trusts and foundation activity end-to-end, including prospect research, applications and producing reports, while tracking funding deadlines, maintaining a clear pipeline, and providing regular progress updates to the CEO and Head of Growth.

3. Prepare high-quality proposals, cases for support, presentations, and donor communications.
4. Co-lead on developing and maintaining corporate partnerships with the Head of Growth
5. Manage individual giving, with a focus on donor stewardship and growth.
6. Lead the planning and delivery of fundraising and stewardship events, including stewardship and fundraising events organised by the Greater Change and our Development Board
7. Supporting the Comms team to deliver donor communications across our newsletter and social media channels

### **Essential Skills, Knowledge and Experience**

- Excellent relationship management skills, with the ability to build credibility and trust with senior stakeholders, including high-net-worth individuals and funders.
- Highly analytical, with the ability to understand, interpret and clearly communicate impact, cost-effectiveness, and outcomes to a range of audiences.
- Strong written and verbal communication skills, including the ability to develop compelling, evidence-based cases for support and deliver persuasive presentations.
- Demonstrable ability to think strategically and entrepreneurially, identifying and pursuing new funding opportunities and approaches.
- Strong organisational skills and attention to detail, with the ability to manage multiple priorities and deadlines effectively.
- Proactive and self-directed, with a problem-solving mindset and the ability to navigate ambiguity and complex challenges.
- Alignment with our mission

### **Desired Skills, Knowledge and Experience**

In addition to the essential skills, we are especially keen to hear from candidates who are able to meet some, or any, of the additional experience requirements below:

- Understanding of the homelessness sector or social impact
- Experience developing fundraising strategy or contributing to organisational growth plans.
- Confidence in presenting complex ideas (e.g. impact, cost-effectiveness) to senior or non-technical audiences.
- A good understanding of the housing system, homelessness, benefits processes and services which support people who are precariously housed.
- Strong IT skills in particular G-Suite, Canva and Microsoft Office.

### **Personal Attributes**

- High and positive energy levels; you thrive when working at pace.
- You have high EQ, are a great listener, proactively inviting feedback and curious to hear the ideas of others.
- Willingness to roll up your sleeves, Greater Change is a 'hands on' environment.
- Strong team player who can collaborate and work with others to achieve results.

**We would particularly welcome applications from candidates with lived experience of homelessness.**

## Why Join Us?

### Compensation

- £40,400
- Up to 5% pension matching

### What we offer

- Hybrid working model at home and in the office - we are an outcomes driven team, so we want you to work in the way that's most productive for you.
- 9 day fortnight (every alternate week is a 4-day week).
- Macbook or PC.
- A work from home budget of up to £250 to buy what you need for your home setup.
- Frequent team lunches, and quarterly team activity days.
- Training budget of £800/year, to upskill on anything directly related to your work.
- A remote working allowance of up to 10 days per year (pro rata).
- A wellbeing budget of £400/year (pro rata). You can spend it on therapy, the gym, a meditation retreat, whatever helps your wellbeing.

## How to Apply

If you are ready to help drive change and play an integral role in shaping the future of Greater Change, we would love to hear from you.

Please send your CV and a Covering Letter to [hiring@greaterchange.co.uk](mailto: hiring@greaterchange.co.uk)

Your Covering Letter must outline how you meet the Essential Criteria listed above, as well as any relevant desirable skills, experience and knowledge.

Please demonstrate how you reflect our core values and personal attributes throughout your application.

## Interview process

We will review applications as we receive them, so we encourage you to submit your application as early as possible.

Candidates will be required to participate in up to 3 recruitment rounds following application. This will include an online test, an interview and a final culture fit held in person in our London office. This may change and prospective candidates will be informed of any changes.

<b>Application Deadline</b>	Sunday 7th June 2026
<b>Stage 1 (Work test)</b>	Rolling Basis
<b>Stage 2 (Online competency based interview)</b>	Wednesday 10th or Friday 12th June
<b>Stage 3 (Final stage Inperson)</b>	Tuesday 16th or Wednesday 17th June
<b>Ideal Start Date</b>	July 2026

If you have any questions about the role or the application process, please contact [hiring@greaterchange.co.uk](mailto: hiring@greaterchange.co.uk).