



JOB SPECIFICATION

A photograph of an orangutan sitting on a thick, dark tree branch. The orangutan has reddish-brown fur and is looking directly at the camera with a neutral expression. Its left hand is resting on its knee, and its right hand is holding a small, dark object. The background is a blurred natural setting.

BE PART
OF THE
SOLUTION

PHILANTHROPY &
PARTNERSHIPS MANAGER



Philanthropy & Partnerships Manager

Be part of **Team Rescue** and work for a dynamic team of fundraisers dedicated to rescuing animals from cruelty and suffering around the world.

At International Animal Rescue (IAR) we not only save animals from suffering, we also rehabilitate and release them back into the wild and work to protect their precious natural habitats. IAR is an award winning charity based in East Sussex, committed to animal welfare and conservation. At IAR we do exactly what our name says: we save animals from suffering around the world. We rescue and rehabilitate orangutans in Indonesia, release bears from caged captivity in Armenia, treat injured howler monkeys in Costa Rica and care for dancing bears in India – and so much more. Whenever we can, we release rescued animals back into the wild; and when that's not possible, we give them a safe haven for life.

- Salary: £37.5K –£40k
- Reporting to: Development Director
- Location: East Sussex (hybrid)
- Closing Date: Monday 11 February 2024

We are looking for a passionate and experienced fundraising professional to join our award winning fundraising team. As Philanthropy & Partnerships Manager, you will be specifically responsible for taking our major donor and corporate development programme to the next level. Currently, we are particularly focused on promoting our holistic orangutan conservation programme **IARconserves** to existing and prospective major donors. This initiative includes the rescuing of orangutans in danger, rehabilitating and reintroducing rescued orangutans, the education of forest-edge communities as well as habitat protection and restoration.

The candidate should be a highly motivated self-starter who is not only experienced in major donor stewardship, but who is prepared to go that extra mile to meet and engage prospective donors as well as existing HNWI's. Inspired and motivated by the work of IAR the post holder will be someone who will significantly develop the charity's philanthropy giving, increase income and the quality of these relationships.

Our aim is to match the ambition of our global projects with transformational levels of income from philanthropic and partnership giving – and we would like the right candidate to be part of that journey. If this sounds like you, we would love to receive your application. We are committed to welcoming people from the widest possible diversity of background, culture and experience.

Application process: email CV and covering letter to info@internationalanimalrescue.org
Please put Philanthropy & Partnerships Manager as the email subject.



Experience required to be considered for this role:

- Experience of identifying and cultivating relationships with high value supporters and prospects, securing significant (£'s) gifts.
- Experience of high value donor stewardship and relationship development.
- Experience of developing and communicating high value funding propositions.
- Experience of creating compelling cases for support and applications.
- Driven to provide the very best supporter experience.
- Proven project management skills.
- Ability to analyse data to prepare performance reports on all activity relating to HNWI's.
- Excellent writing skills with a meticulous attention to detail.
- Able to work well as part of a team, including our international colleagues.

Job description:

- Manage and develop a portfolio of high value supporters demonstrating both fundraising excellence and best practice in all stages of engagement and stewardship.
- Achieve income and key accountability targets providing reports and updates as required and outlined in annual plans.
- Proactively research, cultivate and manage new prospects engaging them in the charity's work, securing their support, financial or other as appropriate.
- Develop and implement relevant donor stewardship communications
- Develop and manage new and existing corporate partnerships that will raise income, grow supporter acquisition and raise brand awareness of International Animal Rescue
- Work closely with other members of the philanthropy and wider fundraising team in crossover areas such as trust and foundation proposals and mid-level giving.
- Create and implement stewardship events where appropriate
- Provide regular reporting to Development Director and the Leadership Team
- Play an integral role the marketing and fundraising team of International Animal Rescue
- Support the Development Director with the philanthropy programme in the USA.
- Champion the use of data and insight in driving high value fundraising, supporting the use of the database for effective prospect and donor management.

Abilities and competencies:

- Ability to apply a broad range of communication skills to influence, motivate and persuade a wide range of people to donate.
- Excellent interpersonal skills and the ability to communicate effectively and passionately – in person, by telephone and in writing.
- Impressive networking and presentation skills.
- Excellent organisational and planning skills and the ability to manage multiple priorities, meet deadlines and achieve targets.
- Highly motivated and target driven, proven track record of delivering income against targets and timescales, often working autonomously.
- Ability to develop strong working relationships with Trustees, senior management, staff and volunteers: diplomatic, persuasive and credible at all levels.

- Emotionally intelligent with the ability to understand donor motivations and adapt to their styles and needs.
- Strong written skills & meticulous attention to detail.
- Experience of working with CRM databases.
- Prepared to travel and stay overnight on occasions if necessary.
- Appreciative of International Animal Rescue's vision, mission, and values.
- Commitment to animal welfare, conservation and the environment.
- Willing and able to occasionally carry out other tasks for IAR and help other team members when required.
- Passionate about the work of IAR with commitment to animal welfare and conservation.

Value

External

How we do our work

Passionate: We do everything in our power to end the suffering of individual animals, conserve species and protect ecosystems.

Trustworthy: We are committed to using supporters' funds responsibly to deliver effective and long-lasting results.

Innovative: We find creative and pragmatic solutions that address the root cause of problems, prioritising the needs of animals, people and the environment.

Collaborative: We work collaboratively with communities, governments and partners to achieve the aims of the charity.

Courageous: We take on difficult challenges and never give up.

Internal

How we work with each other

We share a passion for animals and the environment, and use this to work towards our shared goals.

We treat each other fairly and respect everyone's views equally.

We work collaboratively with each other and with other organisations.

We focus on quality and learn from both our successes and failures.

We are accountable for our actions, individually and collectively.

We are compassionate to each other and towards animals.

We go out of our way to support each other, professionally and personally.

Benefits

- Hybrid working.
- Up to 25 days leave (plus bank holidays).
- 6% Employer pension contribution.
- Benenden healthcare membership.



Philanthropy & Partnerships Manager

Application process: email CV and covering letter to info@internationalanimalrescue.org
Please put Philanthropy & Partnerships Manager as the email subject.

Closing Date for applications: Monday 11th February 2024
Interviews: w/c Monday 18th February 2024

IAR is wholly committed to inclusion and diversity and to building a culture and environment where everyone is appreciated for the unique person they are. We warmly welcome applications from a diverse range of backgrounds and experiences. We are committed to making our recruitment processes accessible to everyone and are flexible in how we receive information. If you would like to apply via a different format or let us know how we can support you to be the best you can be, please contact us.

**BE PART OF
THE SOLUTION**

International Animal Rescue is dedicated to protecting animals
and the natural environment



FUNDRAISE | DONATE | SUPPORT
Join our growing family from across the world
www.internationalanimalrescue.org

CLOSING DATE
Monday 11th February