
Philanthropy and Relationships Manager

Location: Home-based with travel for face-to-face meetings.

Hours: 36 hours per week, flexible hours can be discussed at interview.

Salary: £35,000 per annum

Context and Purpose

This is an exciting time for a passionate and motivated relationship manager to join our team and help to unlock the potential for philanthropy at Kids. Building on the insights and recommendations from an external evaluation of the potential for major donor fundraising at Kids, this role will lead the development of our major donor programme, building a portfolio of mid-level and major donor prospects and plans for cultivation and conversion.

You will manage a proactive, sustainable mid-level and major donor fundraising programme, and you will have the knowledge, experience and drive to leverage Kids' indisputable impact, brand and purpose.

As well as developing important existing relationships, you will create and deliver a programme of activity that helps secure new supporters, as well as re-engaging past supporters, who share our aim to reach and support more children and young people with special educational needs and disabilities (SEND).

You will have the ambition and plans that will raise significant 5 to 6-figure gifts that will help unlock opportunities for children and young people with SEND at all ages and stages of childhood through to early adulthood, with lasting impact.

You will bring expertise in identifying and building meaningful donor relationships. Skilled at creating compelling asks, you will be a natural at collaborating confidently with senior stakeholders. You will have a talent for developing important, high-value relationships and a passion to help improve futures with disabled children, young people and their families.

What You Will Be Doing as Philanthropy and Relationships Manager

Your responsibilities include:

- **Strategy and planning**
 - Build and lead the delivery of a measurable plan for philanthropic growth
 - Work with the Head of Fundraising to be instrumental in driving the momentum of a culture of philanthropy at Kids
 - Establish a strong working relationship with colleagues, working effectively together on major donor prospect cultivation activity, advising and supporting on relationships and asks
- **Building relationships**

- Build meaningful relationships with existing supporters, understanding motivations and continue to engage them in Kids work to secure financial support
- Out and about – networking and in person – be visible
- Along with peers in the Fundraising team, forge effective working relationships and information flow between Services and Fundraising to demonstrate the impact of donated funds
- **Identifying prospects**
 - Manage a Mid-level giving programme
 - Introduce a pipeline of prospect identification, research and outreach
 - Establish a mid-level giving plan and caseload
 - Work closely with the Kids Events Manager to deliver a cultivation event programme
- **Income targets and budget management**
 - Own your own income targets
 - Utilise Kids' CRM (Donorfy) efficiently and effectively for prospect, pipeline and caseload management
- **Communications**
 - Use your initiative to develop cases for support and impact reports, this role will create bespoke, tailored communications to major donors based on their needs and motivations to support.

Person Specification:

- Demonstrable success in networking and relationship building that has led to financial support
- Proven experience in generating new financial gifts or new relationships
- Evidence of expanding a portfolio and effectively managing a pipeline
- Evidence of exceptional interpersonal and persuasive verbal and written communications for one-to-one relationship management
- Competent at using digital technology (a CRM system) and data to efficiently manage prospects/ portfolios and income forecasting
- Evidence of sound budgeting and financial forecasting skills, with the ability to make realistic income projections whilst maintaining ambition
- Experience of planning and conducting prospect research
- A genuine passion for supporting children, young people with SEND and their families
- An appreciation of the policy and influencing landscape affecting children and young people with SEND
- Evidence of managing and influencing senior stakeholders, including CEOs and Trustees
- The confidence and initiative to build new relationships from scratch

