

# WHAT'S THE ROLE?

## PROPOSITION DEVELOPMENT MANAGER

The Proposition Development Manager will join a newly created team within the Fundraising directorate that will work alongside the high value teams (Philanthropy and Partnerships), to provide them with the highest quality donor research, funding propositions and engagement and stewardship materials required to create transformative partnerships with businesses, high net worth individuals, trusts, and foundations.

The Proposition Development Manager will play a crucial role, supporting our ambitious high value fundraising strategy and will be pivotal in the development of Prostate Cancer UK's first Major Appeal, by creating the Appeal case for support and developing compelling funding propositions.

## THIS ROLE WOULD BE GREAT FOR YOU IF YOU...

- Currently lead on the development of appeal case for support and high value appeal funding propositions.
- Work with high value fundraisers to develop compelling, bespoke, six and seven figure funding propositions.
- Develop and manage a 'wish list' proposition portfolio so fundraisers have access to 'out of budget, on strategy' opportunities at the £1m+ level.
- Give expert advice to high value teams on how to create compelling, funding proposals.
- Make sure there is consistent and relevant access for high value teams to organisational priorities, plans, and budgets.
- Support high value teams by creating an 'Information Bank' of accurate messaging and donor materials.
- Maintain high quality data, making sure information is gathered and recorded in line with the requirements of the General Data Protection Regulation, ICO and Prostate Cancer UK Data Protection Policy.

## WHO YOU ARE

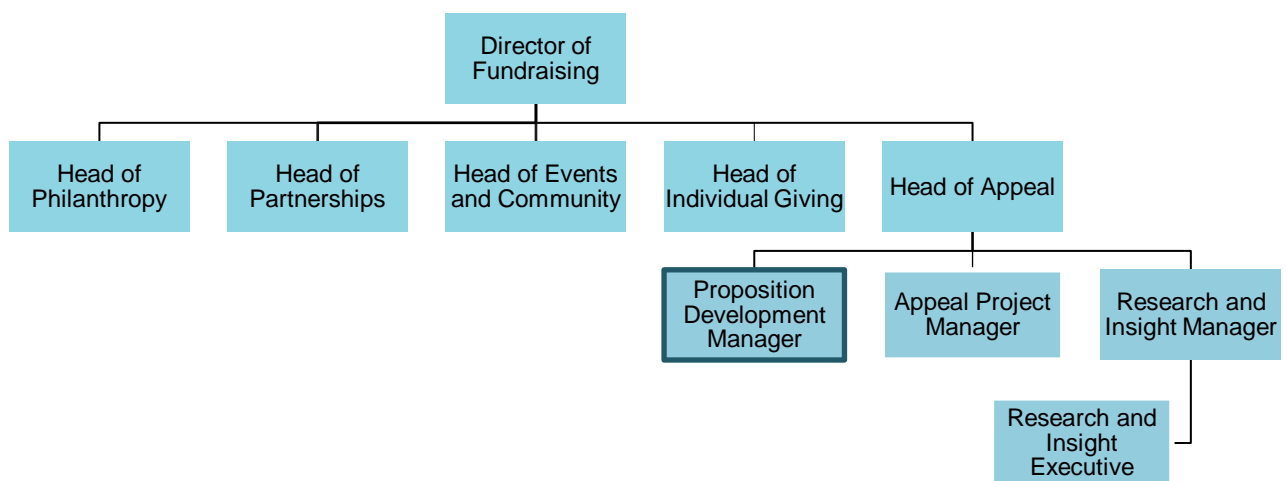
- Specialist knowledge of high value fundraising.
- Demonstrable experience of building compelling cases for support, bids and partnership concepts specifically for major donors, companies, and/or grant funders that have successfully secured £100k+ gifts.
- Ability to translate complex information into simple concise and compelling communications in a range of formats e.g. proposals, presentations, visuals, web copy.
- Excellent attention to detail and proofreading skills.
- Experience of interpreting financial and impact data.
- An excellent communicator – who's confident and good at communicating complex technical information to high value and general audiences.

- Excellent relationship building, influencing and negotiation skills and an ability to interact with stakeholders at the highest levels, including the Chief Executive and Trustees, in a professional and appropriate manner.
- High level of planning and organisation skills, able to work collaboratively and manage competing deadlines from different sources.
- Working knowledge of standard IT packages including Microsoft Word, Excel and PowerPoint. As well as digital tools such as Canva.
- Actively promotes our commitment to equity, diversity, inclusion and allyship.

# YOUR ROLE: THE NUTS AND BOLTS

- Your line manager:** Head of Appeal
- Pay Band:** Band 4 - Manager
- Contract:** Permanent
- Hours:** Full time, 37.5 hours per week. We're happy to consider requests for flexible and part-time working on hiring.
- Location:** Hybrid working – a combination of remote and in-person working at our London Bridge office. You'd need to be in the office four days a month and we may need you to come in for specific meetings.

## WHERE DOES MY ROLE FIT IN THE ORGANISATION?

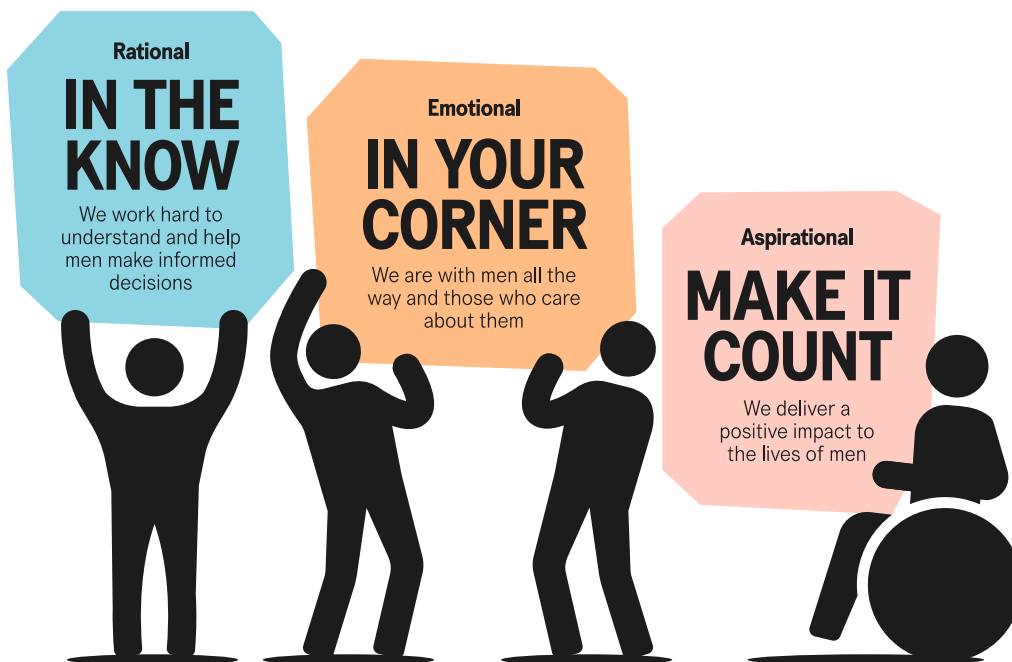


# OUR CULTURE

## VALUES AND BEHAVIOURS

Our values and behaviors help us make decisions, work together and guide the sorts of conversations we have on a day-to-day basis. They underpin our brand identity and give us a shared understanding of who we are and how we work together to create positive change, every day.

## OUR VALUES



## OUR BEHAVIOURS

RATIONAL	EMOTIONAL	ASPIRATIONAL
<b>GENEROUS WITH KNOWLEDGE</b> Switched on and well-connected, we share our expertise and make informed decisions.	<b>GOT YOUR BACK</b> Unembarrassed and reassuring, we listen, understand and stand up for those in need.	<b>DO WHAT MATTERS</b> Impossible to ignore, we focus on what matters to drive results and maximise our impact.
<b>NATURALLY CURIOUS</b> Constantly learning and hungry for knowledge, we challenge and push for answers.	<b>OPEN TO ALL</b> Inclusive and open-minded, we recognise everyone is unique and embrace different perspectives.	<b>NEVER SETTLE</b> Fired up and determined to make a difference in everything we do – and driven to give our best.