

Job Description - Relationship Manager

Job title:	Relationship Manager – South Midlands
Hours:	35 hours per week
Type of Employment:	Permanent
Team:	Regional Fundraising
Location:	Home-Based covering the South Midlands region of England. Candidate should ideally reside in Oxfordshire, Warwickshire, Northamptonshire or North Gloucestershire and have access to a car as there is a requirement to be able to travel across the region to attend meetings, events and training.
Line Manager:	Regional Fundraising Area Manager – Midlands
Direct Reports:	None

About this role:

This role will work within the Regional Fundraising team to identify, support, and retain regional supporters, enabling the charity to deliver on our organisational vision of a world where cancer doesn't stop young people living their lives.

You'll need to be a skilled relationship builder, excellent communicator and networker who puts the needs of the supporter at the centre of everything you do. You'll work collaboratively across the Regional Fundraising team and wider charity to share your knowledge, support projects, and proactively seek and support fundraising activities to motivate and persuade a wide variety of supporters including corporate partners, young people, their friends and family, and volunteers to support Teenage Cancer Trust.

We have a flexible work culture, speak to us about how you can do this job flexibly.

What you'll be doing:

- You'll be driving engagement across your region (and beyond) to proactively identify, support, and retain supporters.

- You'll work with the wider Regional Fundraising Team and collaborate on relationships that might be across the UK
- You'll be collaborating and building strong internal and external relationships to include Teenage Cancer Trust Frontline staff, to generate income and maximise community and corporate fundraising opportunities. You'll also be mitigating risk and maximising return on investment to ensure we meet our targets.
- You'll be taking a supporter first approach while managing your own workload and working within our policies and procedures, ensuring we overcome barriers to achieve the best results.
- You'll be generating a strong network of community and corporate supporters to secure sustainable income for the charity. You'll also be building a pipeline of prospects of community and corporate to ensure future support.
- You'll represent Teenage Cancer Trust in your region and beyond and use your strong communication skills to encourage audiences to consider making Teenage Cancer Trust their charity of choice. You will communicate with the credibility and authority to inspire others.

You may be asked to undertake any other duties that are commensurate with the post as requested by your manager and you must carry out the duties of post in accordance with Teenage Cancer Trust policies and procedures.

What you'll bring to the team:

Essential Skills and Experience

- A good knowledge of the fundraising landscape and opportunities in the UK, with insight in the Midlands region.
- Demonstrable evidence of showing empathy, compassion, and respectful approach when interacting with patient-related supporters.
- Proven interpersonal skills, including the ability to negotiate, influence, feedback and motivate and quickly build a rapport with colleagues and supporters.
- Excellent communication skills, to be able to develop engaging & compelling cases for support which attract, persuade, and inform a variety of different audiences.
- Be comfortable in making sound decisions and acting on own initiative within given frameworks and ways of working.
- An ability to plan and deliver effectively while juggling many conflicting priorities.

Desirable Skills and Experience

- A demonstrable knowledge of what it takes to proactively identify, develop, and cultivate supporters to maximise income and deliver against KPIs, objectives and the Community Team business plan.
- Building and account managing/stewarding a personal portfolio of high value supporters & corporate partners, volunteers and in aid of events to achieve your financial target.
- Proven experience of managing and delivering a portfolio valued in excess of £220k per annum, with an ability to assess, manage and mitigate risk in all areas.

Our Values

You will be committed to and will work in line with Teenage Cancer Trust values - Determined, United, Spirited and Kind.

- Work in a 'determined' way facing problems and getting things done.
- Be 'united', work with knowledge passion and respect.
- Be brave, believe in possibilities, be 'spirited'.
- Be 'kind' see everyone's value, treat them as individuals and welcome their ideas.

Disclosure and Barring Checks (DBS)

At Teenage Cancer Trust we're committed to delivering a service to teenagers and young adults with cancer that is embedded in safeguarding and safe working practice guidance. This role is subject to a '**Basic**' Disclosure and Barring Service check.