



JOB DESCRIPTION AND PERSON SPECIFICATION

Role	Regional Relationships Manager Home Counties North		
Location	Homebased		
Contract Type	Fixed Term contract	Contract Length	12-14 months
Salary	£39,733 - £41,733 per annum (dependent on experience)		
Office attendance / travel requirements	Expected travel for this role is: Travel across Home Counties North region on a regular basis to meet supporters and key stakeholders (Essex, Suffolk, Norfolk, Cambridgeshire, Hertfordshire, Bedfordshire, Buckinghamshire), as well as national travel 6-8 times a year.		

CONTEXT

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We have a proud history of volunteer and supporter-led fundraising, and our well-established Regional Relationships Team plays a key role in achieving income growth that will support our mission of beating blood cancer in a generation by developing new regional opportunities across our volunteer and community fundraising network. As part of our new strategy, we have launched a revised DIY fundraising journey and new fundraising volunteer roles which will help leap-forward our ability to beat blood cancer. This role will be responsible for maintaining relationships with our current network of regional fundraising volunteers whilst growing our volunteer and community group network.

Working alongside dedicated colleagues, this is the perfect role for someone looking to put their experience of working with regional supporters and in providing first-class supporter stewardship to use in helping us develop our team. You will be an integral part of our Regional Relationships Team and a member of our wider Public Fundraising team, as we seek to deliver transformational growth in our income. You will enjoy the active support and buy-in of senior colleagues, the Executive Team and other senior volunteers who are all committed to achieving our fundraising goals. We are seeking an experienced fundraiser who enjoys building relationships internally and externally, and who is driven to help us build our regional fundraising programme.

This is a homebased role, and you will be expected to travel across your region, therefore you must be able to drive and have access to a vehicle insured for business use.

Our teams work hard every day to make a true difference in the lives of those affected by Blood Cancer. We are proud to support them with a range of benefits, recognition and many options for agile working, all contributing to a strong work/life balance. We also have various learning opportunities to support you in your development and help you grow to realise your potential and shape a career with Blood Cancer UK.

KEY RELATIONSHIPS

Reports to	Lead Regional Relationships Manager (London)
Key relationships	<p>Internal contacts:</p> <ul style="list-style-type: none"> • Colleagues within the Regional Relationship Team • Colleagues within Public Fundraising Team • Colleagues within Partnerships & Philanthropy Teams • Trustees, other senior volunteers and influencers <p>External contacts:</p> <ul style="list-style-type: none"> • Regional Fundraising Volunteers • Regional Fundraising Supporters and prospects • Blood Cancer UK ambassadors • Senior clinicians and other researchers

MAIN RESPONSIBILITIES

- Work with the Senior Regional Relationship Manager and Lead Regional Relationships Manager (London) to devise and implement a Regional Relationships Strategy to deliver growing net income in line with wider Public Fundraising strategy.
- Grow the number of Regional supporters and maximise all the ways they can help the charity by building positive and sustainable relationships with them.
- Work collaboratively with colleagues across Engagement Directorate and the wider organisation to help drive organisational development and deliver the strategy.
- Engage Regional supporters & volunteers in fundraising activity and to build our brand and deliver key organisational messages.
- Monitor and manage the region’s budget within remit on a monthly, quarterly and annual basis, including proposing effective corrective action and activities when performance is not on track and developing business cases for investment when necessary.
- Build internal relationships at all levels to ensure the work of the Regional Relationships team is understood and actively supported by other teams and ensure that you work actively with other colleagues and wider organisational goals.
- Maintain an expert knowledge of best practice and trends in Regional Relationships Fundraising including networking within the charity sector.
- Representing Blood Cancer UK to a range of senior external audiences supporting the delivery of our vision and ensuring that the charity’s profile and reputation are enhanced.
- Ensure all regional fundraising activity within the region complies with charity fundraising law and regulations and adheres to Blood Cancer UK’s compliance standards.

GENERAL RESPONSIBILITIES:

- Carry out any other duties as appropriate, as directed by the Senior Regional Relationships Manager

THINGS WE ALL DO

- Promote Blood Cancer UK's vision, mission and core values
- Support Blood Cancer UK's commitment to actively promoting equality, diversity and inclusivity
- We're all fundraisers. This is slightly different for all roles, and your team will have fundraising KPIs and objectives we all work to
- Attend and assist at Blood Cancer UK events and activities as required (NB this involves evening and weekend work)
- Be an effective ambassador for Blood Cancer UK at any activity you attend
- All staff are expected to adhere to Blood Cancer UK's policies and procedures
- Do any other reasonable things your manager needs you to do
- We work in partnership with our community by actively involving people affected by blood cancer in the decisions we make about our work – what we do and how we do it

PERSON SPECIFICATION

Skills, knowledge and experience
Experience in one or more of the following: community/regional fundraising, volunteer management, mass participation product fundraising, challenge event management, regional corporate fundraising.
Experience of strategic planning and budget setting in the complex range of activities under Community/Regional and Events Fundraising, with a demonstrable track record of growing income
Experience of successfully developing and implementing supporter journeys to maximize net income, average gifts and repeat support
Proactive working knowledge of relationship management databases
Experience of managing conflicts and the ability to influence and successfully negotiate solutions at all levels
Knowledge of best practice and equality in volunteer management practice
Ability to analyse the performance and key trends of complex programmes and produce clear proposals for improvements and growth; and then effectively plan, implement and evaluate changes to deliver growth
Ability to build, manage and develop supplier and supporter relationships up to board level
Ability to take a flexible approach to managing a wide and varied workload, prioritising and delegating accordingly, ensuring achievement of targets within a fast paced and changing environment with tight deadlines
Holds full UK driving license and has access to own car for business purposes
A commitment to equal opportunities and diversity and the aims and values of Blood Cancer UK