

## Job Description

<b>Job title:</b>	Regional Fundraising Area Manager – North of England
<b>Hours:</b>	35 hours a week
<b>Type of Employment:</b>	Permanent
<b>Team:</b>	Engagement (Regional Fundraising)
<b>Location:</b>	<p><i>This role is home based, covering the North of England, with frequent travel around the region and the UK including our London office and Teenage Cancer Trust units.</i></p> <p><i>You will be required to attend fundraising events which may take place in the evenings and/or weekends and may occasionally be in areas with limited public transport options therefore we ask that applicants have access to a vehicle and a valid UK driving licence.</i></p>
<b>Line Manager:</b>	Head of Regional Fundraising
<b>Direct Reports:</b>	4 Relationship or Senior Relationship Managers

### About this role:

This role requires a strategic thinker who can work within a team of senior managers who enable the Regional Fundraising Team to deliver and grow sustainable income across the UK to ensure no young person has to face cancer alone.

You will be responsible for the leadership and management of the region's relationship fundraising team. You will play a pivotal role in building and sustaining relationships across the organisation whilst being an advocate for change. You will work with the Head of Regional Fundraising to create and develop the strategic vision to optimise opportunities for sustainable income generation for Regional Fundraising at Teenage Cancer Trust.

You will be required to lead and support the team to win new business, identify opportunities and mitigate risk whilst ensuring the team has a strong pipeline in place and are motivated, equipped and supported to grow and retain fundraising relationships.

You will also lead key projects and knowledge areas to ensure the Regional Fundraising team is able to maximise on key opportunities and continually improve efficiencies, enabling us to generate the most income possible for young people with cancer.

## What you'll be doing:

- Building strong relationships and collaboratively across in the Regional Management team, Regional Fundraising team and the wider charity to grow sustainable income.
- You will lead, inspire and develop your line reports to become the best fundraisers they can be. Enabling them to deliver and grow sustainable income, in line with annual budgets and Regional Fundraising's annual business plan.
- You will take a strategic approach to your Region and its needs, ensuring that while taking clear directions from the overall Regional Fundraising business plan, you also ensure you and your team are building a fundraising approach that is right for your region and the wider Regional Fundraising Strategy.
- Working in an enthusiastic, professional, supportive, and collaborative way across the team and wider charity, to deliver the Regional Fundraising objectives whilst demonstrating how to mitigate risk, maximise return on investment and develop opportunities.
- Working in a proactive and solution focused way to manage your time, work within our given processes, systems, and parameters to overcome barriers internally and externally to achieve sustainable income/ develop relationships.
- Lead and proactively promote relevant projects, campaigns and activity areas related to our people, our purpose, and our brand to maximise income.
- Develop expert knowledge and actively engage in developing awareness of key activity areas such as Community Fundraising, Regional Corporate and volunteering. Share your knowledge to inspire, motivate and ensure the team are fully supported and acquitted with up-to-date sector knowledge.
- Encourage and empower personal development in others by leading in an open, enthusiastic, and kind manner to those you line manage, the wider Regional Fundraising team and colleagues across the charity by sharing your skills, knowledge, experience, and best practice.

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:

- Proven track record of growing income, ideally in Community Fundraising.

- Excellent knowledge of the principles and methods of Community Fundraising or significant experience of managing a community fundraising team to deliver ambitious targets.
- Experience of leading and motivating a geographically dispersed and diverse team, developing new ways of working and integrating collaboration across teams and departments
- An individual who has a growth mindset and is always looking for ways to improve by leading with a forward-thinking approach and be solution focussed when faced with challenges.
- Experience of leading projects which created change and have achieved agreed success measures and objectives, in turn championing the adoption of agreed changes to the wider team.
- Experience of being an innovative and strategic thinker. With a solid understanding of risk mitigation and the value of evaluation as we explore the strengths, weaknesses, opportunities and threats within a business plan or projects.
- A deep knowledge of the practice of supporter development and relationship cultivation specifically linked to Community Fundraising activities and Regional Corporate Development. Experience of delivering excellent support experience.
- Being a leader who is open, enthusiastic and considerate is key within this role.
- Demonstrable experience of what it takes to lead a team to identify, develop, and cultivate supporters to maximise income and deliver against KPIs, objectives and the Regional Team business plan.
- Data led approach, ability gather relevant insight in order to identify and predict trends. Translate this into mitigation plans to ensure we maximise on income opportunities.
- Proven interpersonal skills, including the ability to negotiate, influence, feedback, motivate and quickly build a rapport with internal and external stakeholders.
- Experience or knowledge in coaching and mentoring, with an enthusiastic spirit and a go-getter attitude that will engage and inspire colleagues that you will directly line manage and those across the wider Community Team and charity.
- An ability to plan and deliver effectively while juggling many conflicting priorities.
- Experience of contributing to long-term strategic plans, writing annual business plans and budget setting.

- Proven experience of managing a team who were responsible for delivering a financial income target
- Excellent communication and storytelling skills to be able to influence, guide, persuade and inform internal and external relationships.

## 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. As this role will it is subject to a **Basic** list Disclosure and Barring Service check.