

DIABETES UK
KNOW DIABETES. FIGHT DIABETES.



PHILANTHROPY MANAGER

WHO WE ARE

For nearly 5 million people with diabetes in the UK, there's no day off. At Diabetes UK, we fight day in, day out for better care, treatment and support. We won't stop until diabetes can do no harm. With more people than ever living with diabetes and millions more at risk of developing type 2, our work has never been more needed.

We can't do any of this without you. Our staff are passionate and determined about helping everyone affected by diabetes. For over 85 years, they've been behind vital policy changes, as well as new treatments and technologies to make living with diabetes easier every day. But there's more to do. And you can be part of it.

We're a really diverse bunch and we recognise and respect your value as an individual.

As well as helping people with diabetes, you'll be part of one of the top 30 Best UK Charities to Work For, and one of the top 75 Best Large Companies in London.

We're committed to protecting and promoting the welfare of children and adults at risk, and we need our staff and volunteers to support this.

Our vision is a world where diabetes can do no harm. Join us today, and together, we can make that a reality.



JOB DESCRIPTION

Role title: Philanthropy Manager

Contract type: Permanent

Hours: 35

Band: 5

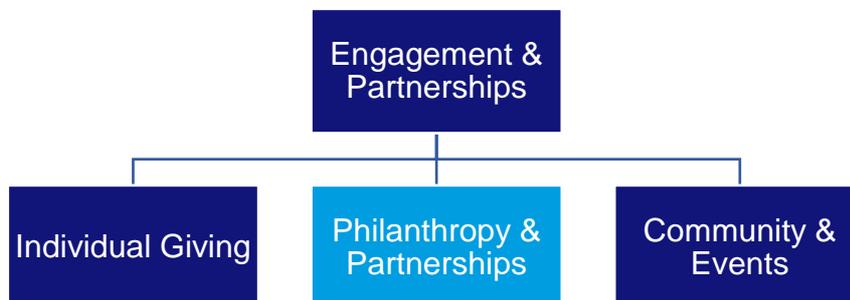
Key relationships (internal and external): Philanthropists, Senior Volunteers, Philanthropy & Partnerships, Marcomms, Research, Finance, Services.

Key focus of the role:

Directorate and team

This role sits in the [Philanthropy & Partnerships Team](#) in the [Engagement and Partnerships Directorate](#)

Department



Main responsibilities

You will lead on identifying and securing high value relationships with current and potential individual supporters giving between £5k and £100k, building strong and effective relationships to maximise the value to all parties. Working closely with colleagues across the organisation, you will lead on donor planning and development of our high value giving clubs, the Banting Circle and Reith Lawrence Circle.

Working with the senior philanthropy manager and wider philanthropy and partnerships team, you will deliver first class stewardship to a portfolio of major donors, whilst cultivating lasting relationships with new supporters.

Person specification

All jobs at Diabetes UK are based on our competency framework called the What-How Framework. In the following sections we've listed:

- The key activities you'll undertake (the What) and
- The skills, knowledge, experience and behaviours you need to be successful in this role (the How)

You will be able to:

1. Secure relationships with major donors and philanthropists, from £5-100k p.a.
2. Manage and develop existing high value relationships with individuals, delivering an excellent customer experience at all times
3. Develop and grow new philanthropic support, through effective prospecting and donor management
4. Lead on delivery of donor stewardship and cultivation events, together with our Donor Relations and Event Manager

You will have experience in:

1. Managing relationships with high value supporters, giving at least £5k pa (or equivalent corporate experience)
2. Managing a portfolio of supporters, at differing stages of the fundraising cycle
3. Personally making financial asks to high value supporters
4. Providing tailored stewardship to current supporters

5. Delivering against personal and team financial income targets
6. Prioritising competing tasks for maximum benefit

You will have skills in:

1. Relationship management with external stakeholders
2. Developing new business, from identification to thanking
3. Developing strong relationships with internal stakeholders, fostering collaboration with a range of different teams
4. Supporting senior leaders and senior volunteers with fundraising
5. Leading complex conversations with a range of audiences, with confidence and gravitas
6. Negotiating with internal and external stakeholders to deliver what is needed
7. Excellent written and verbal communication, including presenting complex information (e.g. medical research) in an accessible and inspiring way

You will have knowledge:

1. Solid understanding of theory and practical applications of major donor fundraising
2. How to take a prospect from identification to first gift and subsequent stewardship
3. Good knowledge of using a database to enhance fundraising, in addition to relevant MS office packages
4. Creating bespoke fundraising proposals for major donors from inception to ask
5. Understanding of how to use major donor events to build pipelines and maximise income
6. Working with fundraising research and operations teams to enhance the effectiveness of your work

The best person for this job will be (behaviours):

1. Proactive and people-orientated, able to drive new business and inspire giving
2. An excellent relationship builder, creating long-term meaningful relationships
3. Convey a genuine passion for Diabetes UK and the work that we do
4. Persistent and resilient
5. Personable and approachable
6. Able to work independently or collaboratively as part of a wider team
7. Willing to travel across the UK, and to work some evenings and weekends as required

Qualifications/professional membership (if applicable):

N/A

benefits

We know you do more than just work. And that means you might be a parent, carer, friend, volunteer or partner.

We want to make sure that we can help you create a good balance between work and the other parts of your life.

And one way we do that is with benefit we offer you.



Annual leave

We want you to make sure you get time off to rest and relax. So, all full-time permanent employees get 25 days off a year, with bank holidays on top of this.



Connected working

We have adopted a 'connected working' way of working. This means that, for most roles, you are not required to work in an office location every day.



Pension

We enrol everyone into our pension and all new colleagues joining us will get information on the pension scheme. We make an employer contribution of at least 5%.



Healthcare

Our cash healthcare plan that allows you to claim back the cost of regular health appointments and treatment, like the dentist and optician.



Learning and development

We help you to continually develop and achieve your career goals, including offering a wide range of training which happens throughout the year.



Gym membership

We have a gym membership discount scheme through our cash healthcare plan provider. You can use this at a wide variety of gyms around the UK.

Get in touch

Email recruitment@diabetes.org.uk

Call **0345 123 2399**

Visit diabetes.org.uk

Search **Diabetes UK** on Facebook, Twitter, YouTube and Instagram

