

DiABETES UK
KNOW DIABETES. FIGHT DIABETES.



**HEAD OF PHILANTHROPY
AND PARTNERSHIPS**

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: Head of Philanthropy and Partnerships

Contract type: Permanent

Hours: 35 (full-time)

Band: 3

Key relationships (internal and external): Executive team, wider leadership team, colleagues across Directorates, stakeholders at key partner organisations, major donors, peers across the sector

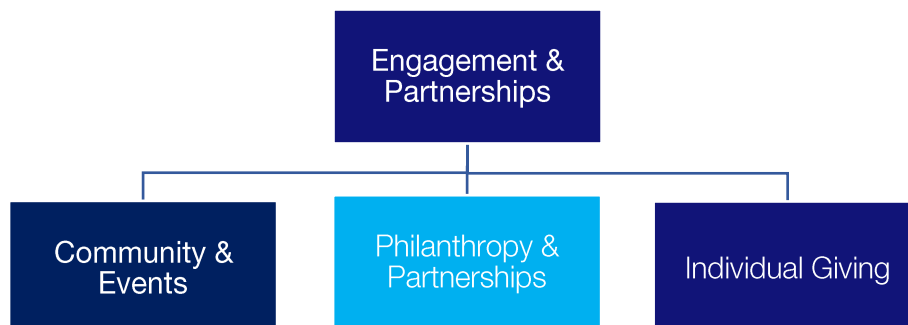
Key focus of the role:

To grow and optimise high value activities and income through leadership of Diabetes UK's Philanthropy & Partnerships team. Responsible for managing stakeholder relationships (internally and externally) and working in a strategic, integrated way to achieve income targets and deliver lasting value for the organisation via current and prospective relationships with philanthropists, corporates, trusts and foundations.

Directorate and team

This role sits in the [Philanthropy and Partnership Team](#) in the [Engagement and Fundraising Directorate](#)

[Department](#)



Role and reporting line



Main responsibilities

- Provide leadership to a busy, multi-disciplinary Philanthropy & Partnerships team
- Lead and enable game changing activities through close collaboration, the targeting of key audiences, excellent customer experience and the realisation of key strategic goals
- Accountable for developing and delivering against high performance KPI's and budgets across the team, ensuring rapid but sustainable growth in our fundraising activities.
- Build strong external relationships with current and potential funders, demonstrating commercial acumen, sector knowledge and excellent relationship management skills
- Ensure that there is a clearly developed pipeline across the team, and that the team are taking compelling and strategically valuable products and propositions to market
- Ensure that the team deliver excellent donor stewardship and recognition, including working with and influencing senior volunteers
- Build effective internal relationships at a senior level, influencing where needed as an active member of the leadership team
- Play a leading, proactive role in the development of a positive, innovative, and supportive culture with colleagues across Diabetes UK, in order to maximise partnership opportunities and sustain high performance

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:

- Lead, manage and develop high value relationships and inspire our most valuable supporters to sustain and grow their support
- Create a clear set of objectives, build a range of business plans and an overall business plan to meet agreed KPIs and a shared strategic purpose for the team.
- Take the lead and nurture a high performing team through empowering leadership
- Navigate the external funding environment and support the team to secure strategic partnerships and make change happen at scale and pace
- Engage strategically with key teams across Diabetes UK to identify opportunities for collaboration, manage conflict, and maximise our impact
- Marshall finite resources and manage risk, with a focus on ROI, charitable impact and sustainable financial growth
- Support the creation of excellent products, pitches and propositions that appeal to current and prospective funders
- Embed a robust reporting framework to track, monitor progress across all teams

You will have experience in:

- Strategy development and implementation
- At least two areas from Corporate, Major Donor, Research, Trust or Foundation fundraising at a senior management level
- Managing a multi-disciplinary, high performing team
- Securing gifts with a value of £100k+, supporting key strategic work
- Stewarding donors of different types, giving at different levels
- Working collaboratively with senior stakeholders to deliver shared objectives and fundraising goals
- Using impact and outcome measurement to develop and evolve fundraising activities
- Managing budgets, KPIs, pipelines and impactful performance reporting

You will have skills in:

- Leadership and people management
- Organisation, juggling priorities and advanced time management, with a drive to get things done
- Communication – written and oral
- Relationship building at all levels
- Negotiation and persuasion
- Working collaboratively

You will have knowledge of:

- What it takes to create and develop a high performing team
- Evaluating and establishing clear outcomes and measures to monitor the impact of delivery
- Compelling donor propositions, products and pitches
- Risk management and mitigation, strategy development, budgeting, and capacity planning
- Sector trends and best practice in terms of high value, relationship-based fundraising
- GDPR, databases

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

- Outcomes focused and target driven
- Flexible, adaptable and proactively responsive to change
- A networker and influencer who is tenacious, creative and resilient in pursuing high value funding opportunities.
- Collegiate and collaborative
- Confident making difficult decisions
- Accountable for themselves and their team
- Able to lead authentically, empathically, and with vision and purpose
- Inspirational, credible and passionate about the cause
- Adaptable to working occasional evenings and weekend as required

Qualifications/professional membership (if applicable):

N/A

Diabetes UK is committed to fundraise in a way that is legal, open, honest and respectful and expects all staff and volunteers to share this commitment. We are registered with the Fundraising Regulator and you will be expected to adhere to the Code of Fundraising Practice.

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 the benefits we offer you.



Annual Leave

We want 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 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 careers goals, including offering a wide range of training, which happens throughout the year.



Gym membership

We have a gym membership discount through our cash healthcare 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

