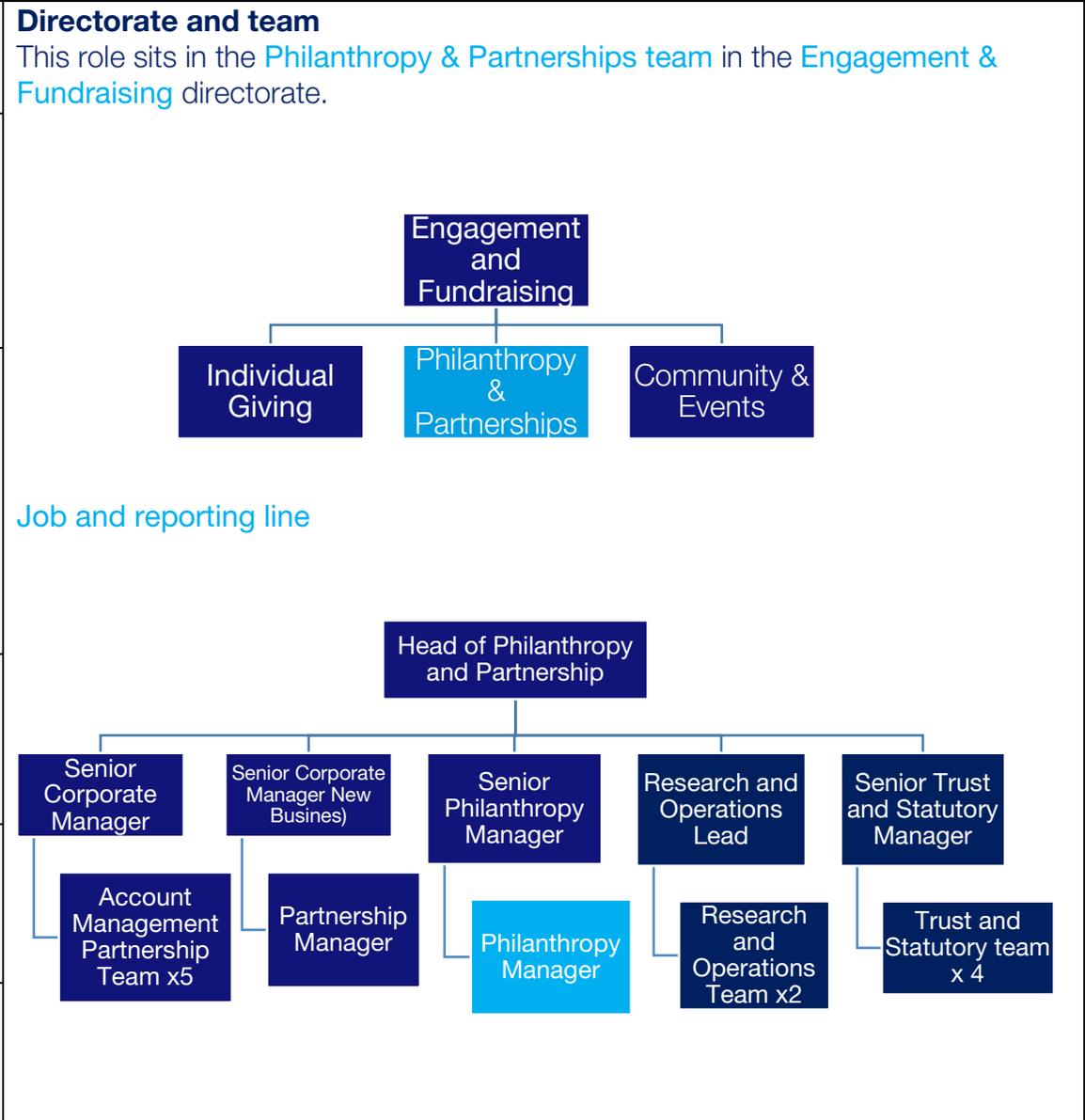


<p>Job Title Philanthropy Manager</p>
<p>Key focus of the role You will lead on identifying and securing high value relationships with current and potential individual supporters, building strong and effective relationships to maximise the value to all parties. Working closely with colleagues across the organisation, you will lead on donor development planning and development of our high value giving club, the Banting Circle.</p>
<p>Key deliverables</p> <ul style="list-style-type: none"> • Identify and secure new support from individual donors, giving from £5-100k p.a. • Work with colleagues across Diabetes UK to deliver excellent stewardship • Work with senior philanthropy manager and research & operations lead to develop new markets and trial new approaches
<p>Contractual information</p> <ul style="list-style-type: none"> ▪ Contract type: Permanent ▪ Hours: 35 ▪ Band: 5
<p>Key working relationships internal Philanthropy and Partnerships team, partnership stakeholders in Events, Brand, PR, Clinical and Care, Legal, Finance and key members of leadership team.</p>
<p>Key working relationships external Current and potential major donors, key senior volunteers, current and potential corporate partners, current and potential trusts, peers in the sector, agencies and consultants as required.</p>



All jobs at Diabetes UK are based on a 10-factor competency framework called the **What-How Framework**. We've listed the key activities you'll undertake and the skills, knowledge and behaviours you need to be successful in this role. We've summarised these using four key competency areas in each section, however once appointed, you are expected to meet the requirements of all 10 factors. We'll explain this to you during your induction period. All elements listed below are essential requirements unless shown as (desirable).

Key activities – What you need to do

Setting & Delivering Strategy & Objectives	Improving Delivery	Collaborating with Colleagues	Building External Relationships
<ol style="list-style-type: none"> 1. Secure significant long-term support from donors donating £25k - £100k per annum 2. Deliver against annual targets and planned activity for the philanthropy team 3. Contribute to philanthropy team budget setting, KPI reporting and quarterly reforecasting 	<ol style="list-style-type: none"> 4. Manage and develop existing donor relationships, delivering an excellent donor experience at all times 5. Develop and grow our existing giving circle, managing these donor relationships and actively approaching new prospective members 6. Work with the Research and Operations Lead to ensure that movement through the pipeline is effectively delivered and that appropriate donor development plans are in place 	<ol style="list-style-type: none"> 7. Work across the organisation to spot opportunities to match donor motivations to our work 8. Work with the Senior Philanthropy Manager and Research and Operations Lead, to develop new markets and lead on geographies/sectors as appropriate 9. Work with colleagues across Diabetes UK to develop an excellent stewardship journey for every donor 	<ol style="list-style-type: none"> 10. Build relationships with donors to develop a strong understanding of specific donor requirements 11. Use a senior volunteer approach to maximise supporter relationships and identify new supporters 12. Lead on delivery of 3rd party major donor events, including the 100 years of insulin celebrations and similar campaigns in 2021/2022, mobilising philanthropists in support of this work

Skills, knowledge and behaviours – How you need to do it

Setting & Delivering Strategy & Objectives	Improving Delivery	Collaborating with Colleagues	Building External Relationships
<ol style="list-style-type: none"> 1. A solid understanding of the principals of fundraising from high value supporters 2. Experience of securing donations from major donors of £5k+ (experience of £25k+ is desirable) 3. Experience of developing and stewarding sustainable high value relationships 	<ol style="list-style-type: none"> 4. Spotting opportunities to maximise long-term, sustainable donor relationships 5. Communicating with wide ranging stakeholders to convey complex information to donors 6. Willing to travel and able to work some evening and weekends as required 	<ol style="list-style-type: none"> 7. Excellent at communicating and influencing internal and external stakeholders and at all levels. 8. Working across Diabetes UK to maximise the impact of a donor relationship, beyond purely financial terms 9. Experience of supporting senior leaders with major donor fundraising 	<ol style="list-style-type: none"> 10. Experience in influencing donors and other senior external stakeholders 11. Lead complex conversations, with wide ranging audiences displaying confidence and gravitas 12. Engage in negotiations with current and prospective supporters to deliver successful outcomes

Qualifications – Qualifications you need to carry out this role

Not applicable