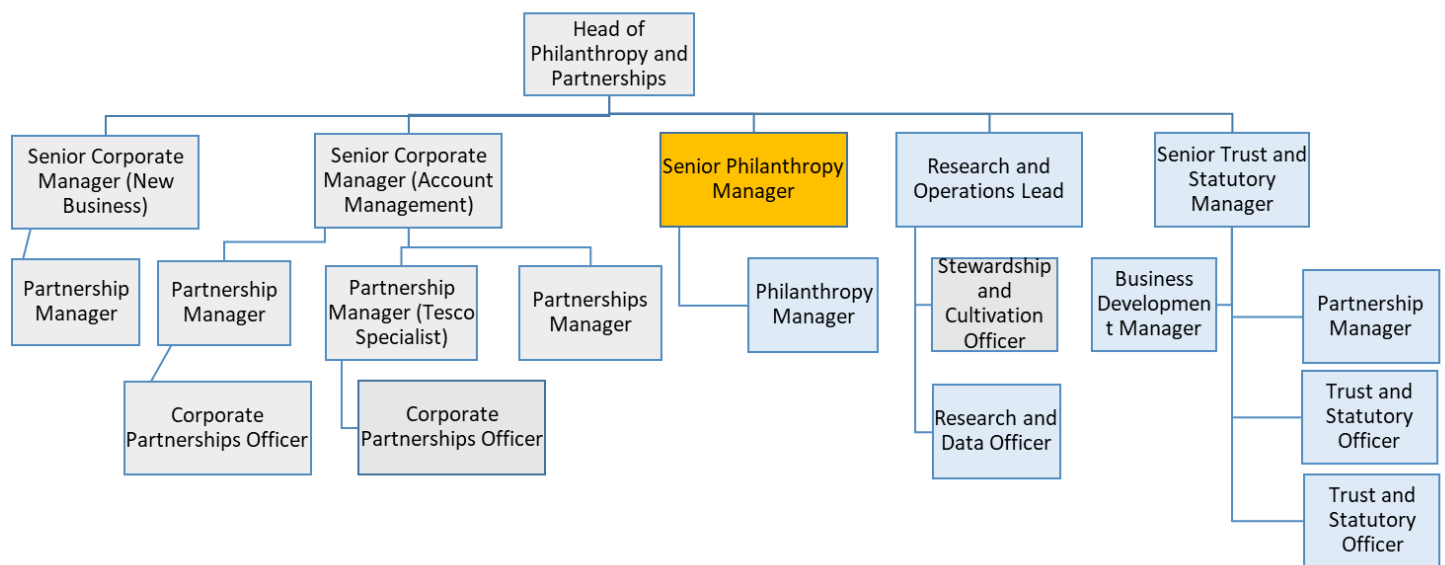


Senior Philanthropy Manager

DIRECTORATE:	Engagement and Fundraising
SECTION:	Philanthropy and Partnerships
REPORTING TO:	Head of Philanthropy and Partnerships
CONTRACT:	Permanent



WORKING RELATIONSHIPS:

Inside Diabetes UK
Philanthropy and Partnerships team, stakeholders in Research, Nations and Regions, Clinical and Care, Legal, Finance, and key members of leadership team
Outside Diabetes UK
Donors, peers in the sector, agencies, consultants as required and senior volunteers.

OVERALL PURPOSE OF THE JOB

As Senior Philanthropy Manager, you will lead on securing and developing key relationships with philanthropists able to fund our work at a high level. You will lead your team to grow Diabetes UK's philanthropy programme overall, increasing the total value of the programme and attracting a higher number of donors, giving at all levels, across the UK. You will lead on strategy development and implementation, on major donor appeals, on developing new markets and growing the scale and scope of our programme. Working with colleagues, you will provide outstanding, tailored stewardship to drive multi-year pledges and uplifts in giving. Your focus will be on refreshing our Philanthropy strategy, resetting our prospecting plans, developing new

products and cases for support and boldly inspiring new high net-worth individuals to join us in our fight for a world where diabetes can do no harm.

MAIN DUTIES AND RESPONSIBILITIES:

- Leading on strategy development and direction setting for your team, delivering sustained income growth for Diabetes UK
- Managing a small portfolio of major donors giving at the highest level (£100k+)
- Working with colleagues across the team, you will oversee the stewardship programme for existing donors, providing an excellent supporter experience at all times
- Working closely with leadership, Trustees and our senior volunteers, you will grow our network of donors giving at the highest level
- Working with colleagues, you will develop sector leading cases for support that inspire philanthropists to support our work and accelerate progress towards our strategic goals
- You will lead your team to deliver exceptional prospecting events for our philanthropists and high value donors as a whole

Relationship management

- Build the knowledge and capacity of colleagues to inspire senior philanthropists about our work
- Build strong working relationships across the organisation to identify and develop opportunities for high value funders, and work across the charity to identify and develop a strong portfolio of funding opportunities
- Be externally focused, networking on a regular basis with current and potential donors, and supporting your team to think laterally about how we can access and inspire high value donors to support our work
- Work with team to ensure stewardship plans are in place and being delivered against for all partners

New business

- Grow our overall donor base, focusing on multi-year and significant gifts
- Develop new products and assets for the philanthropy programme to incentivise high value donors to support us
- Support the scoping and foundation laying for a Grand Challenge, together with colleagues across the organisation
- Work with the Research and Operations Lead to scope new markets (in the UK and more widely) and lead your team to access these markets in future years
- Inspire philanthropists and their families to introduce peers to our cause

Planning and cross team working

- Lead on planning for the team and set and achieve ambitious targets for income growth from existing partners
- Shape and deliver KPI reporting as needed
- Ensure all activity is conducted in line with the fundraising Code of Practice and all other legal and regulatory requirements
- Working closely with colleagues in Philanthropy and Partnership, leverage our relationships with philanthropists to help secure new business for corporate and trusts, share learnings and best practice to inform our wider high value fundraising approach.
- Work with colleagues across Philanthropy & Partnerships to monitor the effectiveness of partnership working, sharing learnings and best practice to inform wider partnership work

Leadership and management

- Management of the Philanthropy manager, enabling her/him to deliver against objectives and developing them and the wider team as needed
- Ensure team is resourced properly, and that donor portfolios are balanced at all levels
- Provide leadership across the Philanthropy and Partnerships team as a senior manager, deputising for colleagues as required

PERSON SPECIFICATION:

The best person for this job will be able to:

- Thrive under pressure and be target and ROI driven
- Convey passion for Diabetes UK's cause and the work made possible thanks to philanthropy
- Spot opportunities for philanthropists to support our work in a complex organisation
- Think strategically and independently
- Lead complex conversations, with wide ranging audiences with confidence and gravitas
- Engage in negotiations with current and prospective supporters to deliver successful outcomes
- Demonstrate creativity and innovation in finding donors to resource Diabetes UK's work
- Use a range of methods to develop and steward sustainable high value relationships
- Manage multiple relationships and projects to achieve organisational objectives

The best person for this job will have experience in:

- Understanding what motivates donors, giving at the highest level
- Establishing and overseeing donor giving circles
- Securing new high value donations from philanthropists (6 & 7-figure, multi-year) in support of vital work
- Managing relationships over many years with philanthropists and their families
- Excellent negotiation and influencing skills
- Excellent communication and listening skills

The best person for this job will be:

- A quick thinker and excellent relationship builder
- Clear, confident and persuasive in their communication style
- Commercially savvy and able to act independently on behalf of the organisation and team
- A leader, able to inspire and develop teams
- Able to bring stakeholders together and find alignment and common ground
- Highly organised and able to prioritise under pressure
- Willing to travel and able to work some evening and weekends as required