

Role: Senior Philanthropy Manager (Major Gifts)

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Overview:

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About us

Guy's & St Thomas' Charity, Guy's Cancer Charity and Evelina London Children's Charity are part of Guy's & St Thomas' Foundation. Our collective mission is to build the foundations of a healthier society.

As part of our team, you will work alongside talented people from a mix of personal and professional backgrounds. We are a Living Wage employer and support flexible working, part-time roles and job shares. Though our ambitions are serious, this is a friendly place to work with lots of opportunities to meet and socialise with colleagues. We believe there is immense power in diversity and aim to recruit and nurture talent who think and act differently.

Job description

The opportunity	
Job title:	Senior Philanthropy Manager (Major Gifts)
Salary:	£50,000-54,000 plus benefits
Contract type:	FTC (maternity leave) - 12 months
Closing date:	2 nd December 2024
Interview dates:	TBC

Reporting to:	Head of Philanthropy
The team:	Philanthropy
Key relationships:	Philanthropy team, Corporate, Individual Giving and Legacy team, Fundraising supporters (the public), All fundraising teams, Communications, Digital, Supporter Experience, Data and Insight, Supporter Services, Trust Engagement, Trust Colleagues, and Trust Funding.
Overall purpose of role:	<p>The primary focus will be on raising income from individuals for our three charities: Guy's and St Thomas' Charity, Evelina London Children's Charity and Guy's Cancer Charity.</p> <p>As a member of the Philanthropy team, the role will be working with fundraising colleagues and the Head of Philanthropy to shape, develop and delivery our fundraising strategy.</p> <p>The role predominantly looks after relationships with individuals, however, there will also be a small portfolio of charitable Trusts and Foundations within your prospect pool.</p> <p>The role is focused on new business development, building a prospect portfolio from the ground up, making connections and building long-lasting relationships.</p>
Key responsibilities:	<p>Developing high-value relationships</p> <ul style="list-style-type: none"> • To work with Prospect Research team to develop a portfolio of prospects aligned to areas of strategic and or fundraising priority • To develop and deliver a plan which builds new connections and engages in long-term relationships with donors able to make five, six and seven-figure donations for our three charities • To build a portfolio of influencers by seeking connections during all conversations with existing and new contacts • Where appropriate, to support the Head of Philanthropy to co-canvass donors at seven and eight figure capacity • To build relationships and solicit gifts from individuals and from Trusts and Foundations • To work with the Senior Donor Relations Manager to develop and execute excellent, thoughtful stewardship that results in retention of prospects and uplift of gifts • Play an active and supporting role working alongside Head of Philanthropy, in developing and delivering major gifts. • To work with clinical and academic teams across Guy's and St Thomas' NHS Foundation Trust to build creative and effective engagement strategies that enthuse and inspire prospects to support our work • To work with Guy's and St Thomas' Charity fundraising leadership team to foster effective and productive relationships with key stakeholders to

maximise our network of influencers from Trustees and long-standing donors, clinicians, academics, nursing staff to senior leadership at the Trust, to enhance your prospect pipeline, and that of your team

- To liaise with senior fundraising colleagues, and with senior members of the academic and clinical community, to ensure proposals and conversations with prospects are accurate and reflect academic and clinical priorities

Communication and collaboration

- To be confident of the priority fundraising areas across all three Charities to represent the interests of a prospect, with examples to motivate significant philanthropy
- To coordinate fundraising activity for allocated key priority projects with the wider high-value fundraising team as appropriate
- To use excellent communication skills during conversations with potential partners to determine areas of philanthropic interest
- To use excellent written communication skills to tailor and or develop compelling fundraising information, proposals, and reports to inspire prospects to support the NHS Foundation Trust
- To produce high quality, thorough briefings - written and verbal - for colleagues and senior management prior to meetings with major donor prospects
- To lead and or work with colleagues to engage prospects - individual major donor, and Trusts and Foundations - through appropriate high quality, cultivation and stewardship events. Also, conceptualise ways to engage and inspire senior volunteers and influencers to become involved in high-value events programmes as appropriate
- To problem solve, identify solutions and ideas, working collaboratively as appropriate, and present these to senior management

Delivery, administration, and reporting

- To work with Prospect Research team to identify potential prospects, their areas of interest and devise bespoke development plans
- To review your prospect pipeline monthly and ensure appropriate prospect movement
- To be responsible for developing and implementing strategies and tactics for individual donors and for Trust and Foundations
- To accurately and diligently record prospect information gathered in the cultivation and stewardship process on the database, to facilitate future fundraising and stewardship activity, and to produce monthly management reports
- To generate annual income according to agreed targets, guided by a clearly defined set of monthly key performance indicators
- To provide regular updates on income forecasts to Head of Philanthropy, ensuring any risks are identified early and where possible, mitigated
- To work with Head of Philanthropy to generate quarterly performance reports for Guy's and St Thomas' Trustees
- To play an active role in the planning, progress, and promotion of current and future fundraising campaigns
- To play an active role in the development of and delivery our fundraising strategy
- To support other areas of fundraising as appropriate

	<p>Other</p> <ul style="list-style-type: none"> • To represent Guy's and St Thomas' Foundation and the department as appropriate. • To contribute to the team and department's learning, where appropriate and support less experienced members of the department • To undertake other duties as directed by Head of Philanthropy and Director of Fundraising.
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Person Specification

What we're looking for	
Experience:	<ul style="list-style-type: none"> • Significant and demonstrable experience of developing and managing high-value relationships with valued partners. • Proven track record of new business development leading to high value partnerships or donations. • Proven experience of high-value income generation (from individuals, Trusts and Foundations or comparable examples from other sectors). • Significant experience of building trusted and collaborative relationships. • Experience of developing and delivering complex projects with multiple stakeholders. • Experience of working with senior stakeholders - internal and external. • Excellent writing and communication skills. • Experience of working with health, children, or cancer charity brands • Experience of working in the public or voluntary sectors. • Experience of working within, or working knowledge of, the medical or health sector, or higher education, in the UK.
Skills, abilities, and knowledge	<ul style="list-style-type: none"> • Ability to create tailored content and present to an audience of one or more. • Ability to work effectively with, and influence, senior stakeholders, partners, and patients. • Ability to work collaboratively as part of a team, and to use own initiative. • Ability to plan strategically and implement those plans. • Knowledge of a CRM or fundraising database.

How to apply

Thanks for your interest in working with us.

We're working hard to ensure we recruit great people and minimise unconscious bias in our selection process. To support this, our system anonymises applicants and we use a combination of your CV and role specific application questions to assess your suitability for the role.

To find out more about the role, please contact jobs@gsttcharity.org.uk