BritishRedCross

PHILANTHROPY EXECUTIVE - HIGH VALUE GIVING

Job Level	3	**Kornferry Function**	CA13
Directorate	Marketing and Fundraising	**Function/Service**	Partnerships and Philanthropy
Direct Reports	0	**Indirect Reports**	0
Line Manager Title	Philanthropy Lead – High Value Giving	**Budgetary Responsibility**	Approximately £500k

Our Leadership Framework defines the leadership standards we want to see at the British Red Cross. It shows what great leadership looks like. Our goal is to create a great workplace and deliver excellent services to our users. Our Leadership Framework - RedRoom, along with Our values and behaviours - RedRoom and Fundamental Principles, helps everyone understand how the leadership capabilities relate to their role and context.

Diversity is something we celebrate, and we want you to be able to bring your authentic self to the British Red Cross. We want you to feel that you are in an inclusive environment, and a great position to help us spread the power of kindness. You can read more about Equity, Diversity & Inclusion (EDI) at the British Red Cross - RedRoom here.

Role description:	
Purpose	This role holds a high-volume portfolio of donors and stakeholders and is and is responsible for efficiently and effectively cultivating and managing these relationships to generate flexible and unrestricted income, contributing to a team income target.
Key Responsibilities	**Relationship Management** • Manage a high-volume portfolio of relationships with existing philanthropy supporters and stakeholders – with a particular focus on flexible and unrestricted funding. • Develop inspiring and impactful account plans – built on insight, data, and research – to drive support and engagement from higher value relationships. • Develop a good understanding of the British Red Cross's work and impact to engage philanthropy supporters and stakeholders through written, verbal, and in-person engagement. • Provide an exceptional supporter experience through written materials, recognition activity, and in-person engagement – working with internal stakeholders – to drive creative opportunities and develop lasting relationships. • Develop and deliver best practice in terms of data excellence, information management, and internal collaboration and team membership to support income-generation and enabling functions like the Events team. **Opportunity Development** • Work with internal stakeholder to develop high-quality proposals, reports, and updates which deliver income and an exceptional supporter experience. **Strategy Development** • Actively contribute to team, departmental, and directorate strategies. • Working closely with the Philanthropy Lead and Philanthropy Manager in the High Value Giving team, contribute to the delivery of priority strategic activity. The responsibilities described are not a comprehensive list and additional tasks may be assigned from time to time that are in line with the level of the role.

Know-how	**Essential** • Cultivating and managing relationships to secure four and five figure gifts and grants. • Engaging donors, prospects, and stakeholders through verbal and written communication. • Collaborating with internal stakeholders. • Working as part of a collaborative team and contributing to team objectives and ways of working. • Using fundraising databases, MS 365, and Canva. **Desirable** • Cultivating and managing relationships with major donors and trusts and foundations. • Supporting the delivery of strategic activity and projects. • Using data, insight, and technology to drive and inform fundraising activity.

Pre Engagement Checks	
DBS- England & Wales	None
PVG- Scotland	None
Access NI- Northern Ireland	None
Driver Check	No

Role Reference		**Review Date**	

We guarantee an interview to disabled candidates (as defined in the 2010 Equality Act), who meet the minimum shortlisting criteria in the advertised person specification and apply under the disability confident scheme.