BritishRedCross

SENIOR PHILANTHROPY MANAGER – Transformational Giving

Job Level	**5**	**Kornferry Function**	*CA17*
Directorate	**Marketing & Fundraising**	**Function/Service**	**Philanthropy & Partnerships**
Direct Reports	**0**	**Indirect Reports**	**0**
Line Manager Title	**Philanthropy Lead – Transformational Giving**	**Budgetary Responsibility**	*£1m+ income*

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 is responsible for securing transformational philanthropic investment in the British Red Cross and Red Cross Red Crescent Movement. The role will work as part of a small team that develops relationships with major philanthropists, foundations, family offices and strategic partners capable of making investments at the £1m+ level. Beyond securing funding, the role identifies emerging opportunities, works with operational colleagues to shape shapes compelling investment propositions, convenes internal and external stakeholders around shared goals, and positions the British Red Cross as a trusted and influential partner within key philanthropic ecosystems.
Key Responsibilities	***Relationship management and donor stewardship*** • Identify, develop and grow relationships with philanthropists, foundations, family offices and strategic funding partners capable of making transformational, seven-figure investments. • Support the successful management of flagship partnerships, working alongside Grant Management, Finance and Programme colleagues to oversee the effective management and delivery of complex grant-funded programmes, ensuring strong delivery and timely impact reporting. • Drive long-term partnership growth within existing partnerships, working closely with the Stewardship & Operations (S&O) team to design and deliver excellent stewardship (events, visits, bespoke materials and multi-level engagement) to deepen relationships, expand funding and develop multi-year engagement strategies. • Maximise emergency appeals both to raise appeal income and develop a pipeline of long-term supporters. ***Ecosystem building & new business*** • Build senior level relationships and networks across philanthropy, social impact and humanitarian sectors. • Grow the organisation's profile amongst key philanthropic audiences through strategic engagement, events and thought leadership opportunities, and actively represent and increase the visibility of the British Red Cross in strategic spaces. • Develop partnerships that extend beyond financial support, creating opportunities for influence, collaboration and learning. • Pursue and develop relationships with new philanthropists and deliver a new business target working closely with the Prospect Development team, Philanthropy Leadership, trustees, executive leaders and external influencers. ***Opportunity and strategy development*** • Shape innovative partnership opportunities across climate and health, nutrition, livelihoods, humanitarian response, health equity, resilience, amongst others, working with technical and programme leads to develop complex funding propositions capable of securing and absorbing seven-figure investments.

	• Support the development of new funding models, strategic partnerships and blended investment opportunities where appropriate. • Contribute to the culture of philanthropy through developing strong relationships outside of the Philanthropy function and sharing progress of the strategy and key relationship. • Identify emerging philanthropic trends, donor interests and funding opportunities that align with British Red Cross priorities. *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:*** • Significant experience securing and managing high-value philanthropic, foundation, institutional or strategic partnerships at the six and seven figure level. • Demonstrable success developing complex funding opportunities and investment propositions. • Exceptional relationship-building skills with the ability to influence senior stakeholders internally and externally. • Exceptional organisation and planning skills. • Strong and demonstrable knowledge of project management fundamentals. • Collaborative team player. • Experience working on complex global humanitarian, climate or international development issues. • Experience convening and collaborating with multiple stakeholders to develop shared solutions and investment opportunities. • Confidence in using CRM to ensure recording of accurate, up to date insights that enable strategic relationship management. ***Desirable:*** • Experience of working at a £100m+, multi-cause, multi-agency, international charity/organisation. • Understanding of trends in strategic philanthropy, impact investing and catalytic funding. • Experience representing an organisation externally through sector networks, conferences or partnerships.
Additional Requirements	Occasional evening and weekend work to attend donor events and meetings (typically monthly or as required). Occasional travel outside the normal workplace, including regional or national travel for donor engagement (annually).

Pre Engagement Checks Highlight bold as required	
DBS- England & Wales	Adult/ Child/ Adult & Child Workforce/None
PVG- Scotland	Adult/ Child/ Adult & Child/ None
Access NI- Northern Ireland	Vulnerable Adult/ Child/ Vulnerable Adult & Child/None
Driver Check	Yes/No
International Roles Only	
International Police Check	Yes/No
International Driving Licence for manual cars	Yes/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.