



King's Trust

YOUR NEW ROLE AT THE TRUST

JOB TITLE:	Head of Collective Philanthropy (Enterprise)	PAY BAND:
FUNCTION:	Fundraising, Brand & Marketing	Support Delivering Specialist/Managerial Technical Lead/Function Head Senior Leadership Team
THE TEAM:	The Philanthropy team is a crucial part of the Fundraising and Marketing Directorate and has long played a key role in income generation for The Trust, collectively responsible for raising up to £18m per year in support of our life-changing work for young people across the UK. Collective Philanthropy has a specialist focus on giving groups, including Women Supporting Women and the Enterprise Fellowship.	

WHERE YOU WILL FIT

Director of Philanthropy	Senior Head of Collective Philanthropy	Head of Collective Philanthropy (Enterprise)	Philanthropy Manager Collective Philanthropy Executive
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HOW DOES THIS ROLE IMPACT YOUNG PEOPLE?

The Enterprise programme is one of The Trust's longest running programmes and supports young people to launch and run their own business. Your role will lead on The Enterprise Fellowship, a philanthropic giving group for successful entrepreneurs, whose collective giving provides a vital funding stream for the delivery of the Enterprise programme. You will manage a portfolio of patron-level supporters and prospects (above £25k) as well as a busy calendar of events and engagement opportunities bringing entrepreneurs and young people together.

WHAT WILL YOU DO?

-  Personally, deliver an income target of £900K+ annually made up of new business and existing accounts.
-  Lead our fundraising strategy for the Enterprise Fellowship and in particular our 50 for 50 initiative to mark The Trust's 50th anniversary.
-  Curate and coordinate a compelling schedule of events (supported by the Stewardship Team) for the Enterprise Fellowship and prospects.
-  Develop exceptional long-term relationships with Enterprise Fellows and other individual donors.
-  Write compelling proposals, reports, and other stewardship materials to convey impact to donors, with the help of our stewardship team.
-  Line management of a Philanthropy manager, and the Collective Exec supporting their delivery objectives and personal development.
-  Manage a dynamic flow of prospects in a pipelined portfolio - actively seeking out new prospects with the help of our prospect research team.
-  Build strong relationships with the Enterprise Fellowship Chair and Vice-Chairs.
-  Collaborate effectively across the Philanthropy Team and wider charity, developing other funding opportunities where appropriate.
-  Responsible for actively contributing to an equitable, diverse, and inclusive workplace.



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THE SKILLS YOU'LL BRING

All of the roles at The Trust are key to our success and there are certain skills we need to be successful. And while we will shortlist the most qualified people for the role, we ask everyone for a supporting statement. If you think you could do the role, but don't have all the desirable experience, we would still love to see an application from you.

WE REALLY NEED YOU TO HAVE THESE

Skills & Knowledge	Why do we need this?
Demonstrable flair for new business and perseverance in the face of setbacks and challenges	You will be involved in the generation of new businesses – frequently requiring perseverance and resilience.
Proven planning skills and ability to manage a varied and busy workload and to work to tight deadlines.	This is a busy role with lots of exciting opportunities. It is important to be organised
Exceptional verbal and written communication skills and comfortable presenting in high-level internal and external meetings.	Your role involves regular communication with high level external partners and influencers, which needs to be compelling and clear with attention to detail.
Strong interpersonal skills, with an ability to build warm and authentic relationships with a wide range of people at all levels	Your role involves building trust and credibility with internal and external stakeholders - from young people and staff to donors and committee members
A team-minded approach; taking others on the journey with you and sharing knowledge for the benefit of others and wider fundraising team	Your role involves setting an example to the team and sharing knowledge and expertise to inspire and support others.
Experience	Why do we need this?
Highly motivated self-starter with demonstrable experience in a relevant fundraising, charity, or sales/marketing environment	You'll need to manage your income and be clear with how to achieve them
Experience in delivering on time within a target-driven environment	This role is a Head level position with income targets and a frequent need to complete projects to tight deadlines.

WE WOULD LOVE IT IF YOU COULD DO THIS

Experience	Why do we need this?
Experience in line management	You will be responsible for the line management of a Philanthropy Manager and Philanthropy Executive
Experience working with senior-level volunteers/boards, to build effective committees and to secure philanthropic gifts	You have responsibility for the Enterprise Fellowship and its committee, which frequently involves effective collaboration with committee
Experience of using a charity CRM system such as Raiser's Edge	You will use a database to track and manage a pipeline, regularly recording actions and solicitation progress with prospects and donors.
Skills & Knowledge	Why do we need this?
An awareness and appreciation of the ethical decision-making associated with fundraising and preserving the reputation of an organisation.	All members of our fundraising team need to ensure that The King's Trust abides by its values and adheres to ethical fundraising processes determined by the charity.

WHAT DO WE EXPECT FROM YOU?

OUR VALUES

Our values are at the heart of everything we do – they articulate who we are and how we work together to achieve our aims to help young people.



Here at The King's Trust, we're committed to equality, diversity and inclusion. We want to be an organisation that's representative of the communities we serve, which is why we strive for diversity of age, gender identity, sexual orientation, physical or mental ability, ethnicity and perspective. Our goal is to create an environment where everyone, from any background, can be themselves and do the best work of their lives.

We're a Stonewall Diversity Champion and we are Disability Confident employer. Our staff, volunteers and young people are supported by KT CAN (our Cultural Awareness Network), KT GEN (Gender Equality Network), KT DAWN (Disability & Wellbeing Network) and Pulse (LGBTQIA+ Network). For more information, [click here](#).

OUR BEHAVIOURS

We expect certain behaviours from you about how you interact with colleagues, our partners, young people & the public. As someone who works at a technical lead or head of level, we would expect that you live these behaviours.

Leading by Example	Continuous Improvement	Effective Communication	One Team	Delivering Results
<p>You inspire others through passion for what we do.</p> <p>You keep young people and our end goal in mind.</p> <p>You instil trust in others through consistency, professionalism and being accountable for team success.</p> <p>Resilient and determined in the face of challenges.</p> <p>You're authentic, bringing unique talents to work and encouraging others to do the same.</p> <p>Role models integrity and acts according to our Values</p>	<p>You understand the internal & external factors that demand change and innovation from The Trust</p> <p>You lead change processes with skill & positivity and help others see the benefits and opportunities.</p> <p>You take an entrepreneurial approach to improve how we do things.</p> <p>You take steps to further own development, coaching others to do the same.</p> <p>You encourage a culture of constant improvement.</p> <p>You role model a positive & constructive approach to giving and receiving feedback</p>	<p>You're approachable, clear, and inspiring.</p> <p>You effectively communicate information throughout The Trust</p> <p>You challenge the thinking of others and raise issues in a diplomatic, non-judgemental way.</p> <p>You seek to understand multiple perspectives, listening to others' concerns or barriers before responding</p>	<p>You role model effective and mutually supportive teamwork with colleagues</p> <p>You bring the team together in pursuit of shared purpose.</p> <p>You manage relationships with multiple stakeholders, gaining buy-in and balancing their different priorities.</p> <p>You share knowledge and information.</p> <p>You build a broad range of trusting relationships both across The Trust and externally.</p> <p>You have a broad organisation knowledge and awareness of how actions in one team will affect others</p>	<p>You translate The Trust's vision into a vision for your own team, making long-term plans and setting goals accordingly.</p> <p>You make decisions through establishing facts, considering consequences, and making sound judgements.</p> <p>You address obstacles, finding workable solutions.</p> <p>You set quality standards & challenge others to maintain them.</p> <p>You empower the team and place trust in them to take ownership and deliver results.</p> <p>You manage resources to maximise their impact and deliver results</p>

THE WELFARE OF OUR YOUNG PEOPLE

The King's Trust is committed to safeguarding and promoting the welfare of children and young people and expects all staff and volunteers to share this commitment. As part of this commitment, we undertake basic disclosure checks per the Codes of Practice for all roles within The Trust, and for our roles working directly with young people, at an enhanced level. Having a criminal record will not automatically exclude applicants.