

YOUR NEW ROLE AT THE TRUST



JOB TITLE:	Philanthropy Manager – Wales & South West	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 £22m+ per year in support of our life-changing work for young people across the UK.	

WHERE YOU WILL FIT

Director of Philanthropy	Senior Head of Major Giving	Head of Philanthropy – Central	Philanthropy Manager – Wales & South West
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HOW DOES THIS ROLE IMPACT YOUNG PEOPLE?

Leading on philanthropy fundraising across Wales and the South West, you will work closely with the regional Operations and Leadership teams to understand local priorities and with the National Philanthropy team to align activity. You will play a critical role in building our supporter network in these regions, helping thousands of young people break down barriers and develop the skills they need to find work.

WHAT WILL YOU DO?

-  Maximise the place-based strategy for priority metro and high-need locations across Wales and Bristol, focusing on securing £25k+ gifts per area.
-  Own and effectively manage a live and active prospect portfolio with clear plans on cultivation from prospect to secured income.
-  Maximise the potential of our place-based strategy and the 50th philanthropy campaign through a defined prospecting strategy, cultivation, and stewardship plan for the region.
-  Develop high-quality, bespoke, creative proposals and funding agreements, understanding the needs of the target audience.
-  Keep abreast of relevant programme activity, developments, and priorities to effectively support and add value to new funding opportunities.
-  Update the CRM system to reflect an accurate pipeline for the Head of Central and Senior Head of Major Giving and to support forecasting.
-  Maximise the potential senior volunteer networks and stand-alone influencers, with the support of the Wales leadership team.
-  Actively seek opportunities to work with UK-wide philanthropy colleagues, maximise collective products and ensure donors are managed in the appropriate place.
-  Responsible for actively contributing to an equitable, diverse, and inclusive workplace.

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?
Exceptional verbal and written communication skills and the comfort in presenting in high-level internal and external meetings.	You will be involved in regular communication with high-level external partners and influencers, which needs to be compelling and clear with attention to detail
Demonstrable flair for new business and perseverance in the face of setbacks and challenges.	Your role involves a substantial volume of new business - frequently requiring the perseverance to develop and grow 5 and 6-figure gifts.
Strong interpersonal skills, with an ability to build warm and authentic relationships with a wide range of people at all levels.	You will be building trust and credibility with internal and external stakeholders.
A strong understanding of philanthropy trends and what motivates philanthropists, trusts, and foundations.	You will make informed approaches to prospects and manage relationships with tact and an appreciation of motivation to give.
A strong understanding of, and empathy for, the challenges young people within The Trust's target groups face.	This will enable you to fulfil your role as an advocate of the charity with sufficient passion and persuasive ability as a fundraiser.
Experience	Why do we need this?
Track record of securing and managing 5-figure gifts from a range of donors.	Your role is a manager-level position with significant income targets, so experience in securing income within a charity or e.g., commercial capacity, is essential.
Experience in building compelling asks responsive to donor/client interests and working with a complex organisation to deliver on these.	You will build proposals tailored to donor interests, often involving significant internal collaboration to develop new strategic projects undertaken by the charity.
Experience in fundraising (or developing new business), and knowledge of what motivates donors to support charities.	You will be leading on new business in Wales and the South West, cultivating new relationships as well as stewarding donors. Your role will have a clearly defined income target.

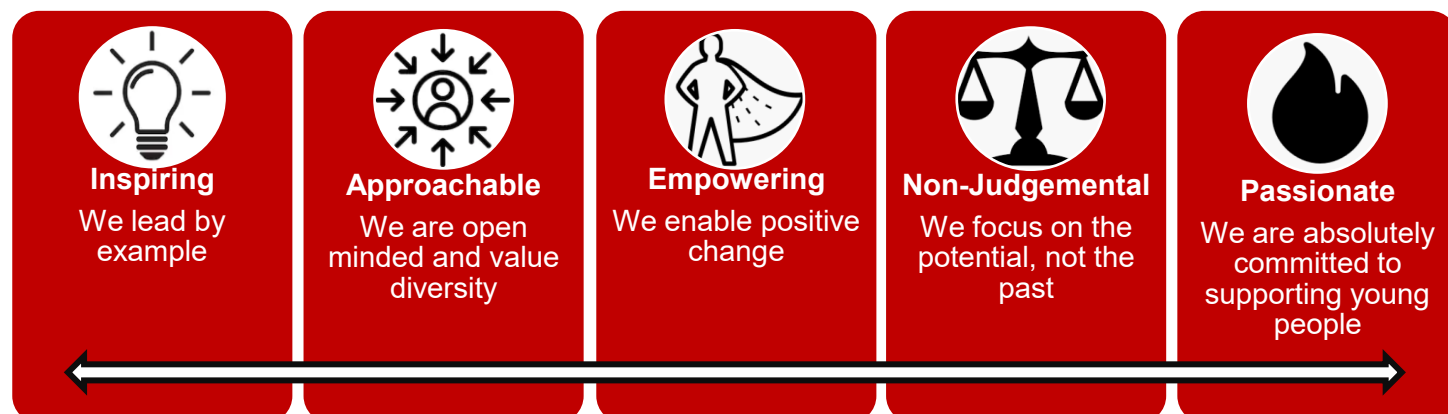
WE WOULD LOVE IT IF YOU COULD DO THIS

Experience	Why do we need this?
Experience in using a charity CRM system such as Raiser's Edge to manage donor portfolios and processes to run an effective donor programme.	Raiser's Edge is the CRM system we use to record and update donor information.
Experience in delivering on time within a target-driven environment.	Your role has significant income targets and a frequent need to complete projects to tight deadlines.
Skills & Knowledge	Why do we need this?
A team-minded approach, taking others on the journey with you and sharing knowledge/expertise for the benefit of the wider fundraising team.	Your role will sit within an immediate team but also contribute to a wider campaign and organisational fundraising ambition. We collaborate regularly and share knowledge for the benefit of others.
Some basic knowledge of the Welsh language.	Some basic Welsh, conversational, would be great, has been shown to be beneficial in building up partnerships in Wales.

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 specialist/managerial level, we would expect that you live these behaviours.

Leading by Example	Continuous Improvement	Effective Communication	One Team	Delivering Results
You inspire others through a passion for what we do You keep young people and our end goal in mind You build trust in others through reliability and holding self-accountable for success Resilient in the face of challenges, not taking constructive criticism personally You're authentic and bring unique talents to work, encouraging others to do the same You role model integrity and act according to our Values	You champion change initiatives and help others see the benefits and opportunities You take an entrepreneurial approach to improving how we do things You seek opportunities to enhance your own development and build expertise You role model a positive and constructive approach to giving & receiving feedback You support others in adapting to change	You're approachable, clear and assertive You cascade important and relevant information to others clearly and swiftly You treat people as individuals, tailoring communication and influencing style accordingly You communicate difficult messages and challenge others' thinking effectively You listen to and empathise with others to understand the root of situations before responding	You role model effective and mutually supportive teamwork with colleagues You manage the expectations of others, gaining buy-in where required You share knowledge and information You build and invest in relationships across The Trust You use awareness of how your own team fits within the wider organisation to find solutions	You translate The Trust's long-term vision and strategy into actionable plans & targets You take responsibility for making and implementing logical, data-based decisions You're flexible and responsive as priorities and requirements change You seek solutions and solve problems, empowering others to do the same

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.