Senior Relationship Manager - Philanthropy

The role

The rundown:
As the Senior Relationship Manager for Philanthropy you will play a crucial role working with colleagues and champions to grow our network of major donors. You will be responsible for identifying people who are passionate about education and should be supporting Teach First. You will work closely with the wider team to steward existing donors contributing to philanthropy income target of £1.4 million for 2019-2020.

The detail: day-to-day work

- Identify, research and develop your own major donor portfolio
- Manage an existing portfolio of major donor relationships, led by tailored engagement plans
- Work with the team on a range of cultivation and stewardship activities so donors see Teach First as their education charity of choice
- Contribute new ideas to create memorable experiences for donors and execute those ideas brilliantly
- Build strong relationships with existing supporters to engage new potential donors through peer-to-peer fundraising
- Create high-quality impact reports and proposals and inspiring ad-hoc donor communications as required
- Work with the wider organisation to maximise fundraising and engagement opportunities to contribute to the overall fundraising target of £7.4m for 2019-2020

You’ll take ownership for:

- Leading our new business strategy for Philanthropy, working closely with our Prospect Research and Insights Officer and collaboratively with our Corporate Partnerships and Trusts and Foundations teams to maximise the potential of relationships for the organisation
- Driving renewals form your portfolio through thoughtful and tailored touch-points
- Inspiring the team with a proactive and knowledgeable approach to major donor fundraising
About you

The essentials:

• You’ll have significant experience of fundraising relationship management and building relationships with high-level stakeholders such as philanthropists, CEOs and Chairs

• You will have prior prospect research experience, or similar experience conducting research on potential clients to support new business

• You’ll be a fantastic communicator, compelling and engaging both in person and in your written work. You’ll be able to make complex information persuasive and easy to read

• You will have a proven track record of securing five and six-figure donations from individuals, or transferable examples of meeting and exceeding significant targets in a fundraising or relationship management role

The nice to haves:

• You will have experience of writing high-level funding proposals, or similar documents from scratch and gathering the necessary information through research

• You will have pipeline management experience, and be confident in using CRM databases, such as Salesforce, to manage relationships.

• Prior engagement with youth, education or children’s charities, whether in a professional capacity or as a volunteer would be an advantage in this role

• A creative thinker with the initiative and confidence to drive a team forward with new strategies and ideas

The main responsibilities of this role are described here. As our needs as a charity change, we may need to make reasonable changes from time to time.

We succeed when we work together. Here’s who you’ll be working with regularly:

• Your two team members; Head of Philanthropy and the Relationship Manager

• Your wider fundraising team; Trusts & Foundations, Fundraising Operations, Corporate Partnerships and Fundraising Events and Engagement

• Colleagues in our programme teams, both in London and across our regional offices

• Key donors across our supporter base as you build your understanding of why they support Teach First

More info on how the role fits in with the rest of the team and charity:

You’ll report to: Head of Philanthropy

This position is a level 3 role. Take a look at our role levels and where you’ll fit in on our Working for us webpages (under Pay and Benefits).
More about working for us

There’s lots of great stuff about working here. For full details pop over to our webpages.

Our culture: We live by our principles. They underpin our culture and identity. And inform everything we do. Find our more about our cultural principles.

Diversity and inclusion: Together we’re creating a culture where everyone, from any background, can do their best work. We particularly welcome applications from disabled, Black, Asian and Minority Ethnic (BAME), Lesbian, Gay, Bi, Trans including non-binary (LGBT+) candidates, and candidates whose socio-economic background reflects that of the pupils we work with. These groups are underrepresented at Teach First and we’re committed to better representing the communities we serve.

We’re signed up to the Association of Chief Executives of Voluntary Organisation and the Institute of Fundraising’s principles which aim to address the racial diversity deficit in charity leadership. We are Stonewall Diversity Champions. We want you to be able to bring your whole self to work. Find out more about what we’re doing to improve diversity and inclusion.

Our benefits: Our mission is critical and the work’s important, but so’s your life. We’ve put together a benefits package that means you can live and work well. Find out more on our Working at Teach First webpages.

This role is suitable for agile and flexible working

Our agile way of working gives you flexibility. Need to start late, finish early or fancy a change of scenery? That’s fine, our Agile Working policy focuses on what you achieve, not presenteeism.

If you need a set and regular working pattern to support your life have a chat with us about flexible working options. Over 100 of us already have a flexible working agreement, with more than 70 different working patterns in place. We’re ready to hear your request. Find out more via our flexible working policy (available on our working for us webpages).

Building a fair education for all.
And a great place to work.