

Everything you need to know about being our Philanthropy Manager

Developing meaningful relationships will be at the heart of your role as Philanthropy Manager. We have an established Major Gifts team of 18, and this role sits in the five-person Philanthropy sub-team. It is a really exciting time to join as we enter the private phase of Parkinson's UK's £12m Nurse Appeal, and grow our philanthropic income for our research and drug discovery work.

You will inherit an established pipeline, giving you plenty of opportunity to raise £10k-£100k+ gifts from existing major donors and prospects. You will generate new opportunities by leading prospecting projects, working closely with our fundraising board and network of Nurse Appeal senior volunteers, and by collaborating with colleagues from across the charity.

What you'll do

- Identify, cultivate and manage relationships with a pipeline of donors and prospects able to make £10,000-£100,000+ gifts
- Deliver pipeline activity and income targets, individually and as part of the Philanthropy team
- Secure and deliver a high volume of donor/prospect in-person touchpoints, involving Parkinson's UK senior leadership in key relationships
- Deliver first-class stewardship by maximising engagement opportunities within our stewardship programme
- Work with the Philanthropy Lead to manage the day-to-day activity of our fundraising board and secure new gifts through their networks
- Develop and convert warm donors from your pipeline into senior volunteers - being donor-led in how they want to use their influence to help drive new income
- Lead on prospecting projects, collaborating with the prospect research and wider colleagues across the charity to spot opportunities
- Contribute to the development of the Major Gift team's operational and strategic plans over the coming years
- Follow team processes and maintain accurate and up-to-date donor records on our database

What you'll bring

- Demonstrable experience of successful major donor fundraising, with experience in securing five/six figure gifts through making verbal and written asks **(A, I)**
- A strong track record of building successful relationships with major donors through one-to-one meetings, phone calls, communications, events and bespoke cultivation **(A, I)**
- Excellent verbal presentation and persuasive writing skills **(A,T)**
- The confidence to influence, negotiate and inspire stakeholders at all levels both internally and externally **(A,I)**
- Ability to work autonomously and manage a diverse workload with appropriate time management, planning and prioritisation **(I)**
- Ability to proactively identify, qualify and generate new prospects **(A,I)**
- An interest in learning about Parkinson's UK's strategy and developing an understanding and empathy with the Parkinson's community **(I)**
- Adaptable to new digital workplace and compliance with Data Protection regulations **(I)**

(A) assessed at the application stage **(I)** assessed at interview stage **(T)** assessed by a test/presentation

A bit more about the role

You'll report to the **Philanthropy Lead**

Your contract will be **fixed-term for 12 months (maternity cover)**

You'll work **full-time 35 hours a week. (Part-time and compressed hours will also be considered)**

This role is **hybrid** and your in person working depends on your team agreement, requirements of the role and led by activity based principles. The in person/office attendance expectation for this role will be a minimum of **one day per week**.

You'll be paid **£44,520 per year (pro-rata if part-time)**

Your main relationships will be with:

- **Philanthropy Lead**
- **Philanthropy Manager & Donor Stewardship Manager**
- **Head of Major Gifts and Special Events**
- **Colleagues in the Prospect Research, Trusts, Special Events, Corporate and Community fundraising teams**
- **Director of Fundraising & Engagement**
- **Directors of Research and the Research Communications team**
- **Chief Executive Officer**
- **High value donors, prospects and philanthropy senior volunteers**

Be part of the **Fundraising & Experience Directorate**

How do we get Parkinson's understood? Through the work of our Fundraising & Engagement team. Our bold and creative communications challenge stereotypes, keep Parkinson's in the public conversation and inspire people to take action.

We're a movement powered by people. We grow, engage and inspire communities and supporters to rally behind our charity goals. We work to transform Parkinson's, together. We raise funds to enable our ambitious work.

The Engagement team develops and delivers effective fundraising and marketing activities - all in part of our strategy to maximise income and raise the profile of the charity.

What we do and how we do it

Our vision • our ultimate aim

Together we will find the cure, and improve life for everybody affected by Parkinson's.

Our social mission • what we deliver

We're a people-powered movement. On the verge of major breakthroughs in Parkinson's. By uniting we will find a cure. Together, we will help people get the best care and will ensure everyone sees the real impact of Parkinson's.

Our values • the way we work

- **People-first:** We're a strong movement for change, informed, shaped and powered by people affected by Parkinson's. We value and support each other.
- **Uniting:** We're people with Parkinson's, scientists and supporters, fundraisers and families, carers and clinicians. We're working, side by side, to improve the lives of everyone affected by Parkinson's.
- **Pioneering:** We innovate across everything we do. Creative, courageous and with pioneering spirit, we strive to continually improve.
- **Driven:** We live and breathe our purpose. We set clear goals and strive to deliver the greatest impact for people affected by Parkinson's.

What we offer

We recognise that our greatest asset is our people! And our benefits reflect our commitment to nurturing a thriving and fulfilled workforce.

Our benefit package is designed with your well-being in mind. From reward, health and wellness initiatives, learning and development opportunities and a range of perks tailored to enhance your work-life balance.

To find out more about what we offer, follow this link

Our benefits, and what we offer can be found on our website:

<https://www.parkinsons.org.uk/about-us/benefits-working-us>