



**Senior Philanthropy Manager –
Trusts & Reporting
Great Ormond Street Hospital Charity**

AAW
GROUP

Role profile - Senior Philanthropy Manager – Trusts & Reporting

Job Title	Senior Philanthropy Manager – Trusts & Reporting	
Reports to (Job Title)	Head of Philanthropy and Principal Gifts Director	
Directorate / Function	Fundraising / Philanthropy	
Supervises	Philanthropy Manager (Bids & Impact Reporting)	
Job Level	D	
DBS Required	YES	Salary: £45-50K

About us

Every day brings new challenges at Great Ormond Street Hospital (GOSH). Every day, over 600 seriously ill children from across the UK arrive for life-changing treatments. Every day, young lives hang in the balance as patients, families and staff battle the most complex illnesses. And every day, the brightest minds come together to achieve pioneering medical breakthroughs that change the lives of thousands of children – and change the world. This extraordinary hospital has always depended on charitable support to give seriously ill children the best chance to fulfil their potential.

Without donations, Great Ormond Street Hospital Charity can't help fund ground-breaking research, advanced equipment, child and family support services, and the rebuilding and refurbishment of wards and medical facilities. Our staff help to raise these vital funds for the hospital in line with an ambitious new fundraising strategy including a major new capital programme. A better future for seriously ill children starts with you.

The Philanthropy team raises funds from high net-worth individuals and charitable foundations including a significant number of £1 million+ donations. With a proven track record of engaging donors and establishing effective long-term relationships, the team manages a substantial high value programme. The Philanthropy Team will be central to helping deliver the capital campaign for the new Children's Cancer Centre; the development of innovative new products to underpin fundraising for child health research and growing international partnerships.

Role purpose

As the **Senior Philanthropy Manager – Trusts & Reporting** you will lead on maximising and growing income from charitable trusts, foundations and statutory sources, both in the UK and global markets, with a focus on £1m+ principal gifts. You will also lead the team's high value impact reporting, crafting the highest quality, impact-driven content to engage and steward major supporters. You will manage the Philanthropy Manager, Trusts & Reporting supporting them to meet their targets and perform to the highest standards.

Main duties and responsibilities

1. To own a personal target of £1m+ with a focus on securing six and seven figure gifts and multi-year pledges from trusts, foundations and other charitable bodies.
2. To proactively manage a donor and prospect pool ensuring your approach is based on donor and data insight to ensure optimal supporter satisfaction and long-term engagement.
3. To provide leadership and direction to guide the team's strategic approach to fundraising from trusts, foundations and statutory sources and work collaboratively to support and drive income generation across the Philanthropy team.
4. To work with the Grants team, GOSH, our research partner UCL Great Ormond Street Institute of Child Health and other external partners to develop new projects and shape compelling funding bids of the highest calibre, using creativity and analysis to tailor each approach.
5. To build strong relationships with supporters, funding bodies and other internal and external stakeholders to explore innovative new approaches and partnerships to access new revenue streams.
6. To provide expert support for written content creation across the Philanthropy team to ensure consistently clear, compelling and impact-driven communications that maximise donor satisfaction and long-term engagement.
7. To devise and lead on the delivery of a high-quality impact reporting programme to meet the needs of specific trusts, statutory bodies, charitable organisations and support the creation of first-class major donor stewardship reports for key appeals and projects.
8. To work closely with the Grants and Communications teams, clinical and academic staff to identify robust metrics to underpin funding bids and impact reporting.
9. To provide first-rate line management to a Philanthropy Manager modelling excellence in your approach and behaviours allowing them to thrive in their role whilst maintaining strong wellbeing.
10. To demonstrate leadership and collaborative working, contributing to strategy, targets and activity across the team and Charity.
11. To be a passionate ambassador for GOSH Charity and Philanthropy maintaining the highest level of professionalism at all times.
12. To seek out and embed innovative and agile approaches to working, adopting lean processes and using supporter data to drive performance and supporter experience.

Person specification

Role: Senior Bids and Reporting Manager

The Person Specification states the minimum knowledge, skills and experience required to carry out the job and is used for both shortlisting candidates for interview and to identify the areas to explore as part of any assessment or selection for the role including interview.

E = Essential criteria; D = Desirable criteria

Key requirements

Experience	<ul style="list-style-type: none"> • Substantial experience of developing and writing high value, high quality funding applications and impact reports. • Proven experience in trust or statutory fundraising or an equivalent field with an excellent track record of successfully securing 6-7 figure donations, grants or equivalent commercial opportunities. • Demonstrable experience of leading cross-functional project teams to deliver creative and successful proposals and bids. • Strong relationship building experience across diverse senior stakeholder groups. • Scientific or research background. • Previous experience of managing supporter data through a CRM system. 	<p>E</p> <p>E</p> <p>E</p> <p>E</p> <p>D</p> <p>D</p>
Knowledge	<ul style="list-style-type: none"> • Excellent knowledge of UK and global trusts, foundations and statutory grant giving market and trends. • Knowledge of medical research and/or healthcare environment. • An understanding of GDPR regulation • Understanding of Equality, Diversity & Inclusion principles and a commitment to apply them 	<p>E</p> <p>D</p> <p>E</p> <p>E</p>
Skills	<ul style="list-style-type: none"> • An understanding of the methods involved in leading a high performing team and the ability to galvanise a team to achieve growth targets • Exceptional verbal and written communication skills with the ability to produce creative, impact-led copy and to translate complex language into compelling lay terms. • Strong analytical skills and a keen eye for detail. • Proven strategic leadership capabilities. • Strong relationship building and collaborative skills with the confidence to influence at senior level. 	<p>E</p> <p>E</p> <p>E</p> <p>E</p> <p>E</p>

	<ul style="list-style-type: none"> • Innovative, creative, solution-focused approach. • Ability to work efficiently to tight deadlines and manage conflicting priorities. • IT literate; strong working knowledge of Microsoft Office (Word, Excel & PowerPoint) and confident internet user • Budgeting and financial management skills. • Previous experience of managing supporter data through a CRM system – ideally Salesforce 	<p>E</p> <p>E</p> <p>E</p> <p>E</p>
Qualifications	N/A	

This document is not a set of terms and conditions of your contract or an exhaustive list of duties. It is a guide indicating core responsibilities and accountabilities attributed to the role. We expect all our employees to share and demonstrate behaviours and values in line with our aim of ensuring a welcoming, inclusive and productive organisation where respect, flexibility and collaboration are key.

All applicants for any post within Great Ormond Street Hospital Children’s Charity are required to declare any involvement, either directly or indirectly, with any firm, company or organisation that has a contract with the hospital or the charity. Failure to do so may result in an application being rejected, or, if it is discovered after appointment that such information is being withheld, then this may lead to dismissal. Great Ormond Street Hospital and the charity are regulated organisations and, as such, all employees must undertake a Disclosure and Barring Service (DBS) check and their name checked against the Violent and Sex Offender Register. The employee will have access to confidential information that may only be disclosed to parties entitled to receive it. Information obtained during the course, of employment should not be used for any purpose other than that intended. Unauthorised disclosure of information is a disciplinary offence.

How to Apply

Please apply by submitting a copy of your Curriculum Vitae (CV) and a covering letter, not exceeding one page, highlighting your suitability for the position and why you are interested, by email to: talent@aawpartnership.com.

All applications will be treated in the strictest confidence.

Should you require an informal conversation prior to applying to this role, please email suzie@aawpartnership.com.

Closing date: 9am (BST), Thursday 3rd November

Please note we will be longlisting throughout the campaign. Please do apply early to register your interest.

PLEASE ALSO NOTE THE FOLLOWING INFORMATION:

Shortlisted candidates will be invited to attend first interviews with GOSH in the week commencing 15th November. Finalists will be invited to progress to second interviews the week commencing 22nd November.