



**GREAT
ORMOND
STREET
HOSPITAL
CHARITY**



**Senior Philanthropy Manager
Great Ormond Street Hospital Charity**

**AAW
GROUP**

Role profile - Senior Philanthropy Manager

Job Title	Senior Philanthropy Manager – Capital campaign	
Reports to (Job Title)	Head of Philanthropy & Principal Gifts Director	
Directorate / Function	Fundraising / Philanthropy	
Supervises	Philanthropy Managers x 2 Philanthropy Executive	
Job Level	D	
DBS Required	YES	Salary: £45-50K per annum

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 team will be central to helping deliver a transformational capital campaign; the development of innovative new products to underpin fundraising for child health research and growing international partnerships.

Role purpose

As a **Senior Philanthropy Manager**, you will be responsible for growing high-value income with a focus on securing 6-7 figure gifts. Leading a team of three fundraisers, you will be central to delivering the capital campaign alongside an influential campaign board.

Main duties and responsibilities

1. To own a minimum £1.5million+ personal target with a focus on securing six and seven figure gifts and multi-year pledges from high net-worth individuals and charitable trusts.

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 work with the Head of Philanthropy & Principal Gifts Director, taking a lead role in establishing and managing an influential Campaign Appeal Board to support campaign fundraising activity.
4. To build excellent working relationships with Board Members and other senior volunteers to identify new prospects and funding opportunities.
5. To drive campaign activity, events and initiatives: defining strategy, managing communications with key stakeholders, developing tailored proposals and taking active responsibility for financial targets.
6. To provide first-rate line management to a small team of fundraisers allowing them to thrive in their role whilst maintaining strong wellbeing.
7. To demonstrate leadership and collaborative working, setting exceptional standards and role modelling excellence in your approach and behaviours.
8. To be a passionate ambassador for GOSH Charity and Philanthropy maintaining the highest level of professionalism at all times.

Person specification

Role: Senior Philanthropy 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"> • Proven experience of working with senior volunteers and campaign boards. • Track record of successfully securing 6-figure [and ideally 7-figure] sums from high net-worth individuals and securing long-term philanthropic support. • Demonstrable experience of leading and inspiring a team to achieve growth targets. • Experience of fundraising for capital campaigns. • Managing supporter data through a CRM system. 	<p>E</p> <p>E</p> <p>E</p> <p>D</p> <p>D</p>
Knowledge	<ul style="list-style-type: none"> • Excellent understanding of the philanthropic environment and trends both in the UK and globally. • Knowledge of healthcare and / or medical research environment. • An understanding of GDPR regulation 	<p>E</p> <p>D</p>

	<ul style="list-style-type: none"> Understanding of Equality, Diversity & Inclusion principles and a commitment to apply them 	E E
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 relationship building and collaborative skills with the confidence to influence at senior level. Strong verbal and written presentation abilities. Proven strategic leadership capability. Innovative, creative, solution-focussed approach. Strong team player ethic. 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 	E E E E E E E E E D
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.