

Senior Major Gift Manager

Job description

► February 2024

for healthy East London lives

A decorative graphic consisting of three overlapping right-pointing chevrons in teal, purple, and dark teal.

Welcome

Thank you for your interest in becoming our new Senior Major Gifts Manager.

At Barts Charity, our vision is to provide life-changing improvements to health for the people of East London. Thanks to the passion and dedication of our Barts Charity team, we're committed to investing around £150 million in new projects over the next five years in key areas of research and healthcare. I'm extremely proud to be part of the team and of everything we've achieved so far.

You will be joining Barts Charity at an exciting time, during our most ambitious fundraising period to date which is raising funds for two important health projects - a Clinical Research Facility in Whitechapel and a Breast Cancer Centre in the City of London at St Bartholomew's Hospital. Both will be transformative for our local patient population. And as our local community is one of the most diverse places to call home, what makes a difference in East London has the potential to touch lives across the world. This vision is important to major donors keen to have a significant and meaningful impact through their funding.

We are seeking an ambitious Senior Major Gifts Manager to join our team to help us forge new relationships, steward existing important partnerships and drive income. This role presents an exciting opportunity to play a key role in helping us to achieve our ambitions for two major capital campaigns. As a key member of the Barts Charity Fundraising team you will report to the Head of Major Gifts. You will work closely with senior volunteers as well as our stakeholders at Barts Health and Queen Mary University of London to achieve Barts Charity's ambitious fundraising target.

If you'd like to help us to achieve our ambitions for healthcare in East London, we'd love to hear from you.



Ilia Ralphs
Director of Fundraising





About us

Barts Charity



About Barts Charity

For healthy East London lives

As East London's oldest healthcare charity, we've been at the forefront of advancing healthcare for hundreds of years. The hospitals we support strive to provide excellent care to their patients. Yet too many people's lives in East London are affected by ill health. At Barts Charity we have East London in our hearts and we want healthier, longer lives for everyone in our community.

Together with our partners we make better healthcare possible, funding brilliant ideas and ground-breaking research to transform lives. We invest in inspiring people and projects that have the greatest impact on the health and lives of local people whilst also making sure that these learning can be disseminated more broadly.

As the dedicated charity for Barts Health NHS Trust, we support St Bartholomew's, Whipps Cross, Newham, Royal London, and Mile End hospitals, as well as the Faculty of Medicine and Dentistry at Queen Mary University of London. We also support researchers at the School of Health Sciences at City, University of London.

We are committed to

Professional development

At Barts Charity we like to nurture our talent so upskilling our people with continuous learning is important to us. We work hard to make sure Barts Charity is a rewarding and inspiring place to work. We ensure that individuals, groups and the whole team have learning and development opportunities so that staff make the best contribution they can, enjoy good job satisfaction and progress their careers.

We offer regular all-staff training sessions, as well as individual training opportunities. Our programmes encompass a wide range of skills, including both hard and soft skills. Recent examples of our group training modules include Unconscious Bias, Giving & Receiving Feedback and Being Assertive in the Workplace. Examples of some individual development sessions include New Manager Bootcamp, content writing and fundraising skills.

Mental wellbeing

We are committed to supporting the mental health of our staff; we seek to provide a supportive culture where conversations about mental health challenges are normalised and staff can get access to external support services at any time using our Employer Assistance Programme.





About the role

Senior Major Gifts Manager

Terms of employment

Salary	Up to £53k dependent on experience
Contract	Permanent
Location	Ground Floor, 12 Cock Lane, London EC1A 9BU – Hybrid working, 3 days at home, 2 in the office (Tuesdays and Wednesdays). We are a fully accessible office.
Annual leave	27 days plus bank holidays
Pension	8% employer's contribution
Other benefits	<ul style="list-style-type: none">• Employee Assistance Programme• Social events within office hours Subject to completion of 6-month probation: <ul style="list-style-type: none">• Interest free travel season ticket loan• Private healthcare insurance (taxable benefit in kind)



Job description

Job title	Senior Major Gifts Manager
Department	Fundraising
Reports to	Head of Major Gifts
Key relationships	Fundraising team, donors, prospects, clinicians, senior volunteers
Job purpose	Manage a portfolio of prospects, senior volunteers and clinicians with a view to building relationships that secure six- and seven- figure donations; manage a portfolio of existing major donors.



About this role

Major Gifts fundraisers at Barts Charity develop and steward close relationships with donors who make significant gifts to our work. They also develop and maintain relationships with key stakeholders including senior volunteers, senior leadership and clinicians to identify individuals and organisations that are inspired by the charity's mission and the projects we fund.

This role sits within the Major Gifts team which is responsible for all areas of high value fundraising including major donors, trusts and foundations and corporate partnerships.

This role will be mostly focused on identifying and generating new donors for our capital campaigns and other important projects. We are looking for a dynamic and ambitious senior philanthropy professional who can harness the important referrals that come from our stakeholders, define the most effective and strategic approaches and convert them into relationships that are beneficial and rewarding for all involved.

This individual will have excellent communication and interpersonal skills and a track record of securing £100k+ gifts. They will be practiced at creating bespoke, high-quality propositions and applications for funders.

The successful candidate will be joining a highly capable and collaborative team, who are continuing to build on unprecedented fundraising success over the last several years.





About you

Who we're looking for



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Person specification

We are looking for someone with:

Part One: Skills and Abilities

- An intuitive, self-starting attitude with the ability to work independently as well as part of a team
- Excellent networking and relationship building skills
- Immediate positive personal impact and credibility
- Meet deadlines, manage multiple work streams and prioritise tasks
- Proven ability to network and build relationships with people at all levels of seniority both internally and externally
- Able to present complex information in an interesting and accessible way relevant to different channels
- Excellent writing skills to produce the highest quality applications, proposals and reports
- A proven ability to work with and through other teams and departments to maximise results



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Person specification

We are looking for someone who is:

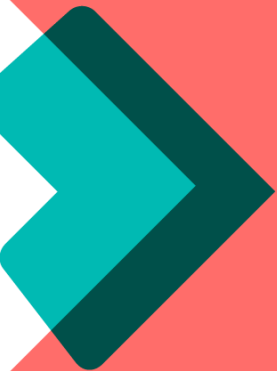
Part Two: Values and Behaviours

- Passionate about improving healthcare and the work of the hospitals, clinicians and researchers whom the Charity supports
- Ready to drive progress through collaboration and partnership to raise the bar and unlock potential opportunities
- Always striving to improve both as an organisation and personally
- Instinctively proactive and creative in their approaches

Part Three: Knowledge and Experience

- Proven ability to identify new funders
- Proven track record of securing six figure+ gifts
- Experience of working in charitable organisations
- Knowledge of the health sector / medical landscape
- Excellent use of Powerpoint, Excel and Microsoft Word





Apply





How to apply

Please apply with a CV and a supporting statement of no more than 2 sides of A4 to <https://prospect-us.co.uk/jobs/187510-senior-major-gifts-manager/> telling us how you meet the person specification.

Should you have any questions before applying, please get in touch with our recruitment partner Jessica Stoddart and Ryan Burdock on jessica.stoddart@prospect-us.co.uk ryan.burdock@prospect-us.co.uk and 020 7405 4999.

- Deadline for applications: **6 March 2024**
- In-person interview and skills assessment: **w/c 11 March 2024**

We are a friendly, diverse and inclusive team and are committed to having employees that represent all communities. We welcome applications from people from all identities and backgrounds and we particularly want to encourage people from under-represented groups to step forward and apply to work with us.

So that candidates can feel they have performed in the interview to the best of their ability, we will share the interview questions in advance.





Thank you

bartscharity.org.uk



Registered charity no. 212563

