

# YOUR NEW ROLE AT THE TRUST



**START  
SOMETHING**

<b>JOB TITLE:</b>	Philanthropy Manager	<b>PAY BAND:</b>
<b>FUNCTION:</b>	Fundraising & Marketing	Support Delivering <b>Specialist/Managerial</b> Technical Lead/Function Head Senior Leadership Team
<b>THE TEAM:</b>	The Philanthropy team is responsible for the growth and stewardship of national donor relationships with high-net-worth individuals and Trusts and Foundations; focusing on those at the early and mid stages of their giving. The Team steward existing donor relationships and are responsible for a collective income generation goal of £20m+	





## WHERE YOU WILL FIT

CEO	Director of Fundraising	Director of Philanthropy	Senior Head of Philanthropy	Head of Philanthropy	<b>Philanthropy Manager</b>
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## HOW DOES THIS ROLE IMPACT YOUNG PEOPLE?

We are in the planning stages of a major £150m philanthropy campaign ahead of our 50<sup>th</sup> Anniversary in 2026. The funds raised through this campaign will contribute towards our supporting disadvantaged young people across the UK to access our programmes, giving them the practical skills and confidence they need to stabilise their lives. More than three in four young people we helped last year achieved greatness, starting their own business, moving into jobs, education or training.

## WHAT WILL YOU DO?

-  You will develop exceptional long-term relationships with high value donors, raising 5 and 6 figure multi-year donations with a personal income target of £500k+ per year. Contributing towards the teams ambition to raise £150m over 5 years in aid of young people.
-  You will build relationships with new and existing senior volunteers including members of our Boards and Committees to advance prospect and donor relationships.
-  You will work collaboratively across our organisation with operational colleagues to ensure our funders remain close to all funding opportunities and can see the impact of their support first hand.
-  Within the fundraising team you will be expected to undertake tasks including:
  - a. Writing compelling proposals, reports and other stewardship materials to convey impact to donors, with the help of our stewardship team.
  - b. Pitching partnership opportunities through impactful presentations, visits, and personal conversations with potential donors.
  - c. Managing a dynamic flow of prospects showing clear, timely progression in a pipelined portfolio - actively seeking out new prospects with the help of our prospect research team.
  - d. Use and update the CRM system (Raisers Edge) to ensure Prospecting and The Pipeline reflect work being undertaken and progression of all relationships.
  - e. Collaborating effectively across the Philanthropy Team and wider fundraising team, seeking to catalyse other funding opportunities where appropriate.
  - f. Supporting in the delivery of events such as intimate dinners hosted by senior volunteers and, on occasion, larger scale events in collaboration with our events team.

## THE SKILLS YOU'LL BRING

All of the roles at The Trust are key to our success and there are certain skills we need to be successful. And while we will shortlist the most qualified people for the role, we ask everyone for a supporting statement. If you think you could do the role, but don't have all the desirable experience, we would still love to see an application from you.

### WE REALLY NEED YOU TO HAVE THESE

Skills & Knowledge	Why do we need this?
Demonstrable flair for new business and perseverance in the face of setbacks and challenges.	Your role involves a substantial volume of new business – frequently requiring the perseverance to develop and grow 5 and 6 figure gifts.
Exceptional verbal and written communication skills and comfort presenting in high level internal and external meetings.	You will be involved in regular communication with high level external partners and influencers, which needs to be compelling and clear with attention to detail.
Strong interpersonal skills, with an ability to build warm and authentic relationships with a wide range of people at all levels.	You will be building trust and credibility with internal and external stakeholders - from young people and staff, to donors, board members and Trustees.
A strong understanding of philanthropy trends and what motivates philanthropists, trusts and foundations.	You will make informed approaches to prospects and managing relationships with tact and an appreciation of motivations to give.
A strong understanding of, and empathy for, the challenges young people within The Trust's target groups face.	This will enable you to fulfil your role as an advocate of the charity with sufficient passion and persuasive ability as a fundraiser.
Experience	Why do we need this?
Experience of fundraising or (developing new business) and knowledge of what motivates donors to support charities.	Your role will have a clearly set target contributing towards a large scale organisation wide campaign target.
Experience of building compelling asks responsive to donor/client interests and working with a complex organization to deliver on these.	You will build proposals tailored to donor interests, often involving significant internal collaboration to develop new strategic projects undertaken by the charity.
Experience of delivering on time within a target driven environment.	Your role has significant income targets and a frequent need to complete projects to tight deadlines.
A team-minded approach; taking others on the journey with you and sharing knowledge / expertise for the benefit of the wider fundraising team.	Your role will sit within an immediate team, but also contribute to a wider campaign and organisational fundraising ambition. We collaborate regularly and share knowledge for the benefit of others.
Track record of securing and managing 5 figure gifts from a range of donors.	Your role is a manager level position with significant income targets, so experience of securing income within a charity or e.g., commercial capacity is essential.

### WE WOULD LOVE IT IF YOU COULD DO THIS

Experience	Why do we need this?
Experience of using a charity CRM system such as Raiser's Edge.	You will use a database, tracking and managing a pipeline, regularly recording actions and solicitation progress with prospects and donors.
Skills & Knowledge	Why do we need this?
An awareness and appreciation of the ethical decision making associated with fundraising and preserving the reputation of an organisation.	All members of our fundraising team need to ensure that The Prince's Trust abides by its values and adhere to ethical fundraising processes determined by the charity.

# WHAT DO WE EXPECT FROM YOU?



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## OUR VALUES

Our values are at the heart of everything we do – they articulate who we are and how we work together to achieve our aims to help young people.



Here at The Prince's Trust, we're committed to equality, diversity and inclusion. We want to be an organisation that's representative of the communities we serve, which is why we strive for diversity of age, gender identity, sexual orientation, physical or mental ability, ethnicity and perspective. Our goal is to create an environment where everyone, from any background, can be themselves and do the best work of their lives.

We're a Stonewall Diversity Champion and we are Disability Confident employer. Our staff, volunteers and young people are supported by PT CAN (our Cultural Awareness Network), PT GEN (Gender Equality Network), PT DAWN (Disability & Wellbeing Network) and Pulse (LGBT Network). For more information, [click here](#).

## OUR BEHAVIOURS

We expect certain behaviours from you about how you interact with colleagues, our partners, young people & the public. As someone who works at a Technical Lead/Function Head level, we would expect that you live these behaviours.

Leading by Example	Continuous Improvement	Effective Communication	One Team	Delivering Results
<p>You inspire others through passion for what we do</p> <p>You keep young people and our end goal in mind</p> <p>You instil trust in others through consistency, professionalism and being accountable for team success</p> <p>Resilient and determined in the face of challenges</p> <p>You're authentic, bringing unique talents to work and encouraging others to do the same</p> <p>Role models integrity and acts according to our Values</p>	<p>You understand the internal &amp; external factors that demand change and innovation from The Trust</p> <p>You lead change processes with skill &amp; positivity and help others see the benefits and opportunities</p> <p>You take an entrepreneurial approach to improve how we do things</p> <p>You take steps to further own development, coaching others to do the same</p> <p>You encourage a culture of constant improvement</p> <p>You role model a positive &amp; constructive approach to giving and receiving feedback</p>	<p>You're approachable, clear and inspiring</p> <p>You effectively communicate information throughout The Trust</p> <p>You challenge the thinking of others and raise issues in a diplomatic, non-judgemental way</p> <p>You seek to understand multiple perspectives, listening to others' concerns or barriers before responding</p>	<p>You role model effective and mutually supportive teamwork with colleagues</p> <p>You bring the team together in pursuit of shared purpose</p> <p>You manage relationships with multiple stakeholders, gaining buy-in and balancing their different priorities</p> <p>You share knowledge and information</p> <p>You build a broad range of trusting relationships both across The Trust and externally</p> <p>You have a broad organisation knowledge and awareness of how actions in one team will affect others</p>	<p>You translate The Trust's vision into a vision for your own team, making long-term plans and setting goals accordingly</p> <p>You make decisions through establishing facts, considering consequences and making sound judgements</p> <p>You address obstacles, finding workable solutions</p> <p>You set quality standards &amp; challenge others to maintain them</p> <p>You empower the team and place trust in them to take ownership and deliver results</p> <p>You manage resources to maximise their impact and deliver results</p>

## THE WELFARE OF OUR YOUNG PEOPLE

The Prince's Trust is committed to safeguarding and promoting the welfare of children and young people and expects all staff and volunteers to share this commitment. As part of this commitment we undertake basic disclosure checks in accordance with the Codes of Practice for all roles within the Trust, and for our roles working directly with young people, at an enhanced level. Having a criminal record will not automatically exclude applicants.