



## The Big Give - Philanthropy Lead

The Big Give is the UK's number one match funding platform. We are a non-profit organisation which has a huge impact and big ambition for the future. We are responsible for the UK's biggest online match funding campaign, the Christmas Challenge, which raised over £24m last year. Since being founded by Sir Alec Reed CBE in 2007, the Big Give has helped to raise £190 million for thousands of UK-registered charities.

We're currently hybrid working and are based in our Covent Garden office 1-2 days per week, where we're hosted by Reed.co.uk (UK's #1 Job Site). This means you will get all the benefits of working in a small non-profit team with a start-up mindset while being supported by a larger corporation.

Due to growth in the Big Give's operation, we're recruiting this new position to our small but impactful team.

**Role purpose:** To manage existing and develop new relationships with "Champions" i.e. (U)HNWIs, Trusts/Foundations, Companies, and Public Funders, to secure match funding for Big Give campaigns.

### What you will do:

- Lead on all philanthropic partnerships and relationships, including managing relationships with existing Champions, researching and developing long-term, trusting relationships and recruiting and onboarding new Champions.
- Work with Digital Operations Lead to ensure the effective systems and processes are in place for onboarding, management of and reporting to Champions.
- Act as Product Manager for Champion-related products and act as the philanthropist/funder customer voice within the Big Give team.
- Raise the profile of the Big Give and its campaigns across the philanthropy sector so that the organisation becomes known as a trusted and valued partner for philanthropy.
- Provide strategic leadership for marketing to existing and potential champions and charities.
- Represent the Big Give at philanthropy/funder events.
- Assist with all aspects of the Big Give operations, including the planning and management of events for Champions and supporting the development of systems and processes in particular with relation to Champions.
- Management responsibility for the Philanthropy Executive.

### About you:

# theBigGive

- An effective communicator, comfortable working with philanthropists and those who manage wealth.
- Enjoy working aligned with an overall strategy but often on your own initiative as part of a small and successful team.
- Flexible and team-minded, keen to share knowledge with colleagues and play your part alongside others as team priorities may dictate.
- Enjoys working as part of a small and successful team

## What you need:

- Experience in winning and successfully managing high-value partnerships in fundraising. A network of contacts would be advantageous.
- An understanding of the latest trends and developments in philanthropy.
- An understanding of charity governance and regulation.
- Balances a focus on key relationships with ownership of systems governance and knowledge sharing with the wider team
- A 'can-do' mindset, willing to pitch in and play your part at times of pressure on the team.
- Exceptional IT skills - comfortable working in a "tech first" environment. Experience in using Salesforce would be advantageous.

## What you'll get

- £55,000 to £60,000 salary (depending on experience)
- Up to 30 days of Annual Leave, excluding Bank Holidays
- Flexible working, including the provision to work from home
- Investment in your personal development
- Other benefits include childcare vouchers, a company pension scheme, personal accident cover, a personal development allowance and free eye tests.

## How to apply

Send a CV and a short cover letter (no more than one page) explaining your motivation and how you fit the job description to [recruitment@thebiggive.org.uk](mailto:recruitment@thebiggive.org.uk). Application deadline: 30th July 2022.

*Whilst this is advertised as a full-time position, we are happy to discuss part-time and/or term-time-only working arrangements for the right candidate.*