



We are seeking an experienced and driven Philanthropy Manager to join our team at the Sumatran Orangutan Society. If you have an excellent track record of engaging with High Net Worth Individuals (HNWIs) and could inspire people to support the work of a successful international conservation charity, please read on.

About Us

The charity's mission is to protect Sumatran orangutans, their forests and their future. SOS tackles the causes of deforestation as well as the symptoms. We take an holistic approach, supporting and enabling vital work on the ground in Sumatra through developing effective conservation programmes and partnerships, capacity building and fundraising for frontline organisations, and advocating globally for the protection of the orangutans' rainforest home.

To support the next phase of the charity's development, we are keen to appoint an exceptional Philanthropy Manager who has the experience, drive and vision to grow our income to enable SOS to continue to support and expand its portfolio of frontline conservation programmes in Sumatra and campaigns in the UK and internationally.

About the Role

Job Title: Philanthropy Manager

Reporting to: Development Director

Salary: £31-34k FTE, plus 5 % pension contribution

Benefits: 25 days annual leave plus public holidays (pro-rata).

Terms: Part-time (0.5 FTE)

Location: Abingdon, near Oxford, UK

The Sumatran Orangutan Society (SOS) is a small charity, where you can really see the impact of your work. This new role offers the opportunity to make a positive, lasting difference to our organisation, and grow an income stream that will enable us to scale up our work to protect orangutans and rainforests in Sumatra.

Joining an optimistic, open and supportive culture, you will have the freedom to innovate and explore exciting new ways to engage with donors and promote our incredible work. You will need a strong track record of developing and maintaining successful one-to-one relationships with individual high net worth donors and a demonstrable record of meeting ambitious financial targets.

Job Purpose: To grow the charity's income from high net worth individuals (HNWIs) into a significant and sustainable funding stream.

Key responsibilities include:

- Create, drive and deliver a robust strategy to maximise income generation from HNWI's
- Manage and grow a high value supporter pipeline
- Identify and research prospective HNWI's

- Deliver the highest levels of stewardship, ensuring existing HNWI supporters feel valued and connected with the charity
- Meet a personal income target by securing four and five figure gifts
- Make face-to-face financial asks as required
- Liaise with trustees and other warm influencers to activate them for peer to peer asks
- Prepare high quality cases for support, including written proposals, presentations and reports
- Persuasively convey the mission of SOS to diverse audiences
- Implement and manage fundraising plans, including individualised cultivation, solicitation and recognition plans
- Provide opportunities for donors to receive recognition and increase future giving
- Identify and attend suitable external networking events
- Represent SOS at a senior level with donor and other audiences
- Some unsocial hours and UK/International travel are features of this post.

Person Specification

We are looking for an experienced, confident and creative major donor fundraiser. The ideal candidate will be a strong networker and communicator, who is able to convey passion for the cause. To join SOS as our Philanthropy Manager, you'll need:

Skills and Competences

(E = Essential, D = Desirable)

- Significant experience of working within major gift fundraising and achieving six figure annual income targets from major donors and High Net Worth Individuals (HNWIs) (E)
- Strong interpersonal skills and track record of building and maintaining relationships with individuals to successfully secure four and five figure gifts (E)
- Experience in managing and tracking multiple prospects and donors (E)
- Strong influencing and negotiation skills (E)
- Excellent verbal and written communications skills, with a proven track record of producing varied communications to a high standard (E)
- Experience of producing stewardship/impact reports with the ability to translate complex information into compelling fundraising messages (E)
- Significant experience of making asks, both face-to-face and in writing (E)
- Excellent analytical skills and judgement combined with a highly professional and diplomatic approach (E)
- Drive to achieve results with a track record of meeting ambitious financial targets (E)
- Experience of securing major gifts from donors outside the UK (D)
- Experience of using a database to manage relationships and pipelines (D)
- Knowledge of current trends in charitable giving in the areas of major gifts and planned giving (D)
- Experience of working in the environmental, conservation or international development fields (D)

Personal Attributes

- Well organised and methodical, with a high degree of attention to detail.
- Self-motivated and resourceful; able to plan and undertake work with limited direct supervision.
- Ability to make strategic decisions based on analysis, experience and judgement.
- Confident, persuasive, authoritative and approachable manner.
- Willing to be flexible and hands-on; able to thrive in a small team.
- Flexibility to work occasional weekends and evenings (time off in lieu will be given).
- Emotional intelligence and genuine curiosity about understanding people's motivations to give.
- Strong personal interest in conservation and current environmental issues.
- Willingness to undertake occasional travel throughout the UK and internationally.

How to Apply:

Please send your C.V. including details of two referees, and a detailed covering letter explaining your suitability for the post with reference to the skills and experience outlined in the person specification, to: Rachel@orangutans-sos.org by 10am on Tuesday 7th May 2019.

Interviews will take place in Abingdon on Monday 13th May.

Applicants must be eligible to work in the UK.

For an informal discussion about the role, please contact Rachel Groves, Development Director, on 01235 530825 or by email (rachel@orangutans-sos.org).

SOS is an equal opportunities employer. We value diversity and are strongly committed to providing equal employment opportunities for all employees and all applicants for employment.