



Development Manager

We are looking for a Development Manager to join our team at the Sumatran Orangutan Society. If you have a can-do attitude, want to save rainforests and orangutans and could inspire others to do the same, 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 a Development Manager who has the drive and vision to grow our income. This new role will enable SOS to continue to support and expand our portfolio of frontline conservation programmes in Sumatra and campaigns in the UK and internationally. This is a great opportunity to grow your experience of major donor fundraising and contribute to wider income generation in a small, experienced team.

About the Role

Job Title: Development Manager

Reporting to: Development Director

Salary: £28-31k FTE, plus 5% pension contribution

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

Terms: Flexible for the right candidate. Full or Part Time (Minimum 3 days a week).

Location: Abingdon, near Oxford, UK

The Sumatran Orangutan Society (SOS) is a small and nimble 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 opportunity to progress with a growing charity 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 individuals and a demonstrable record of meeting ambitious financial targets.

Job Purpose: To grow the charity's annual income through primarily developing major donor income into a significant and sustainable funding stream.

Key responsibilities include:

- Create, drive and deliver a robust strategy to maximise income generation from individuals capable of giving at £5,000 + level
- Deliver the highest levels of stewardship, ensuring existing supporters feel valued and connected with the charity
- Identify and research prospective major donors or legacy prospects
- Meet a personal income target by securing four and five figure gifts
- Make 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
- Ensure major donor fundraising is fully integrated into fundraising planning and delivery
- Identify additional opportunities to grow income, including through related trust and corporate support.
- Some unsocial hours and UK/International travel are features of this post.

Person Specification

We are looking for a confident and creative 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 Development Manager, you'll need:

Skills and Competences

- Experience of working within fundraising with a track record of meeting ambitious financial targets (essential)
- Strong interpersonal skills and track record of building and maintaining relationships with individuals (essential)
- Excellent verbal and written communications skills, with a proven track record of producing varied communications to a high standard (essential)
- Excellent analytical skills and judgement combined with a highly professional and diplomatic approach (essential)
- Experience of using a database to manage relationships and pipelines (essential)
- The ability to translate complex information into compelling fundraising messages for stewardship/impact reports (highly desirable)
- Experience of making asks, both face-to-face and in writing (highly desirable)
- Experience of legacy fundraising (desirable)
- Experience of securing gifts from donors outside the UK (desirable)
- Knowledge of current trends in charitable giving in the areas of major gifts and planned giving (desirable)

Personal Attributes

- Self-motivated and resourceful; able to plan and undertake work with limited direct supervision.
- Ability to make decisions based on analysis, experience and judgement.
- Well organised and methodical, with a high degree of attention to detail.
- Confident, persuasive, authoritative and approachable manner.
- Willingness to undertake occasional travel throughout the UK and internationally.
- Flexible and hands-on; able to thrive in a small team.
- Able 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, current environmental issues and international development.

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 3rd October 2019.

Interviews will take place in Abingdon during the week of 7th – 11th October.

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.