# ROLE PURPOSE

**Role Title:** Regional Philanthropy Manager (UK)  
**Division:** Public Affairs  
**Location:** London  
**Date:** December 2023  
**Employment type:** Full Time, Permanent  
**Reports to:** Head of Development – UK  
**Number of direct reports:** N/A  
**Leadership Band:** Leads Others

## Purpose of the role:

The Fred Hollows Foundation is an award-winning International NGO working to end avoidable blindness in 25 countries around the world. The Foundation actively fundraises across five regions: Australia, Asia, Europe, North America and the Middle East with in-country teams delivering localized fundraising strategies in support of our global ambitions.

Today 1.1 billion people around the world are needlessly blind. If we do nothing, the next 30 years will see vision loss nearly double. To address this, The Fred Hollows Foundation is embarking on an ambitious and sector leading global fundraising Campaign, unlocking significant new resources to make a truly catalytic change in the battle against avoidable blindness around the world. Europe, as a center of wealth and leadership in strategic philanthropy, is an integral region for fundraising for the Campaign.

The Fred hollows Foundation UK is looking for a self-motivated and highly efficient fundraising professional to lead the development of our major giving program across the United Kingdom and Europe, working as part of a global Campaign team.

The Regional Philanthropy Manager (UK) will own the outcomes of:

1. **Strategy:** Design and develop a major donor strategy for the UK and Europe to grow The Foundation’s revenue.
2. **Prospect development:** Develop and execute programs/activities to identify, cultivate, solicit and steward donors. Cultivate relationships with individual donors personally and create customized solicitation strategies, matching the objectives of the organization and interests of the prospective donors. Work with the Head of Global Comprehensive Campaign, Trustees and other key personnel to identify, cultivate, solicit and steward leadership gifts to the Campaign and facilitate peer-to-peer fundraising.
3. **Campaign success:** Work with the Campaign team to develop and localize the Campaign case for support and fundraising methodology in order to maximize giving from Europe and the UK.
4. **Development in a new market:** Network and raise awareness of The Foundation in the UK and Europe. Design and execute strategies to strengthen engagement with current stakeholders and new prospects while enhancing The Foundation’s brand presence.
5. **Communications and events:** Develop marketing and pitch materials for use in major gift fundraising. Organise major donor stewardship and small cultivation events.
6. **Global collaboration:** Collaborate with colleagues on local and global initiatives as appropriate. Liaise with colleagues in other Foundation fundraising offices to share innovations and best practices and, where needed, provide support. Interface with program colleagues around the world to meet funder demands and organisational fundraising needs.

## Our Capabilities:

**As a member of The Foundation Family you will:**

1. Live by the values of The Foundation and support The Foundation’s culture, performance and brand.
2. Adhere to all The Foundation’s policies and procedures.
3. Strengthen the health, safety and well-being of all/look out for the well-being.
4. Lead, collaborate and contribute in all interactions.

## Essential Experience:

- Minimum seven years fundraising, relationship management and/or sales experience.
- Strong understanding of the philanthropic landscape in UK & Europe and associated trends.
- Experience in asking for and closing gifts of six figures or more.
- Demonstrated experience building long term relationships to deliver growth against targets.
- Experience working with cross-functional teams.
- Budget management experience within a not-for-profit environment or other relevant environment.
- Experience briefing and working with C-suite
### Skills:
- High-level understanding of major donor needs, aspirations, and challenges.
- Excellent written and verbal communication skills, including persuasion and negotiating abilities, effective listening, diplomacy and tact.
- Excellent interpersonal skills with the ability to manage a wide variety of diverse relationships utilising a collaborative approach to communication.
- Ability to lead through times of change and be flexible in the face of changing priorities.
- Innovative, analytical and strategic minded
- Strong time management skills, ability to multi-task and meet deadlines.
- A flexible and adaptable work style, with the ability to manage competing priorities and respond quickly to opportunities.

### Desirable Experience:
- Experience in international development and NFP sector
- Understanding of the social impact investment space
- Events management experience
- Administration and management of NFP experience
- Working knowledge of CRMs

### Qualifications:
Tertiary degree qualifications in relevant field or similar work experience

### Travel:
Travel will be required primarily between UK and Europe, and occasionally to accompany donors to field locations

### The position involves:
This position is recognised as having “Contact with Children” either direct or indirect
This position does not involve “Working with Children” either direct or indirect.
This position does involve working with beneficiaries, donors and/or partners.

### Additional Responsibility:
Ensure that the work for which they are responsible is carried out in ways, which safeguard the health and safety of workers.