

Rewilding Britain wants to see rewilding flourishing across Britain - reconnecting us with the natural world, sustaining communities and tackling the climate emergency and extinction crisis.  As the only national rewilding charity in Britain, we champion rewilding, acting as a catalyst for debate and action and demonstrating the power of nature to address the enormous threats we face.

This is an exciting and rare opportunity to join a young charity at this pivotal stage of growth and to make an impact on Rewilding Britain’s ability to catalyse rewilding.

We are looking for an experienced Major Donor Manager who will build and strengthen relationships with existing and potential high value donors with the ability to make transformational gifts. You’ll skilfully and articulately engage donors, bringing to life our most pressing priorities and match these with their wishes, building mutually beneficial long-term relationships.

You will have a background of working with high net-worth clients or donors, along with excellent relationship management skills, and you will be looking to work with an ambitious and growing environmental organisation like Rewilding Britain.

We hope you will share our passion for rewilding and nature-based solutions to the climate and biodiversity crisis. You will be comfortable working autonomously and remotely. You will be part of a small fundraising team, with a strong focus on working closely with the wider staff team to support existing donor relationships and pipeline development.

**If you think you have the skills, drive and determination to help make that happen, we’d like to hear from you**.

To apply, please send your CV, a statement or letter explaining why you are the right person for the job, and a one-page summary on the 'Five steps I would take to make a success of this role' to jobs@rewildingbritain.org.uk by 5pm on **Monday 29th August 2022**. We aim to hold interviews via Zoom in the week commencing 5th September.

**Job Description**

**Job title**: Major Donor Manager

**Purpose:** To help raise vital funds to support rewilding’s impact across Britain, with direct responsibility for communications with existing and prospective donors.

**Reports to:** Head of Fundraising & Partnerships.

**Key responsibilities**

**Fundraising**

* Develop and build a major donor programme
* Develop and enhance personal relationships with high net worth donors and prospects with the goal of:
* maintaining and increasing annual unrestricted support at the £1K+ level
* securing new ad hoc major gifts
* generating leadership gifts (£50K+)
* generating bequest commitments
* Build a strong pipeline of support from high net worth individuals, including the creation of prospect research processes
* Develop mechanisms to support increased levels of large one-off and regular gifts
* Engage in targeted networks, including with philanthropy and wealth advisors and their clients
* Assist in the development of strategies to heighten the profile of Rewilding Britain among target constituencies, such as events, briefings or other activities
* Develop working relationships with key staff in order to identify funding opportunities and to access programmatic information that can be used to steward donors
* Maintain tracking of all prospect research, donor activity and revenue projection
* Update major donors with comprehensive and timely reports to demonstrate the impact of their funding
* Support and promote legacy giving
* Stay abreast of key issues and trends in rewilding, and communicate these to donors and prospects

**Other**

* Keep ahead of innovation and developments in philanthropic giving, particularly related to environmental and conservation issues
* Support the wider fundraising team where needed

**Skills and experience**

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| **Essential** | **Desirable** |
| * Experience of high-level major gifts fundraising, including direct frontline fundraising; or equivalent experience in business development with a social impact oriented company * Strategic, enterprising and forward thinking, with the ability to develop and implement a major gifts strategy * Demonstrable success in proposal preparation, and solicitation of donors (or equivalent experience with private sector clients and/or investors), or transferable skills * Experience of identifying and engaging high net worth individuals * Experience in completing prospect research and creating a pipeline of donor prospects through to cultivation, ask, and stewardship * Strong organisational skills, including attention to detail and to process * Excellent communication skills – both written and oral, including public speaking * Outstanding people skills – empathetic and humble, as well as persuasive and confident * Knowledge of rewilding, conservation and environmental issues | * Experience in the rewilding, conservation or ecology sector * Experience of setting up and leading a major donor programme * Good working knowledge of using CRMs * Proactive networking skills * Appreciation of different types of philanthropic partnerships with individual donors, and the risks and opportunities these can bring for Rewilding Britain * Experience in the development and implementation of a legacy giving strategy * Budget forecasting & cost management * Events management * Experience of developing creative communications for donors |

**Behaviours**

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| --- | --- |
| **Essential** | **Desirable** |
| * Driven and highly organised * Positive collaborative attitude * Flexible, proactive and open to change * Ability to work effectively from home * Ability to work autonomously and as part of a tight-knit remote team | * Creative approach to problem solving * Thrive in a rapidly changing environment |

## Terms and conditions

**Contract:** This is a permanent contract, 4 days per week, though we are happy to discuss compressed hours if necessary. Salary is £35,000-42,000 (pro rata) depending on experience plus our standard benefits (e.g. 25 days holiday pro rata).

There will be some freedom for the person to determine their own working arrangements each week, within limitations, providing the work is delivered.

**Reporting lines:** Reports to Rewilding Britain’s Head of Fundraising & Partnerships.

**Start date:** To be confirmed - but as soon as feasible.

**Location:** All staff work from home, using technologies to connect the team virtually, so you will need a suitable home office working environment and equipment. We meet face to face when necessary in different parts of the UK, and for regular all-staff sessions.

**Equality in employment:** Candidates will be shortlisted and selected according to suitability for the post without regard to age, disability, gender reassignment, marriage or civil partnership, pregnancy, race, religion or belief, sex or sexual orientation.

Rewildingbritain.org.uk  @RewildingB

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