

Philanthropy Manager Individual Giving



Full time, 35h/week
£19,474/year

The Findhorn Foundation, an internationally renowned centre for spiritual development in northern Scotland, is inviting applications for a key role in our Philanthropy Team. The role has tremendous scope to further the Foundation's mission, its organisational capabilities and to make a difference in the world, by raising the income that we require to fund our work.

This is a special opportunity for someone looking to make an impact within a spiritually oriented, mission-driven work environment. Reporting to the Head of Philanthropy, you will contribute fully to the development and delivery of the Foundation's fundraising strategy and initiatives.

RESPONSIBILITIES:

Manage the design, delivery and evaluation of the Foundation's approach to individual giving (40% of time).

- Develop and deliver the Foundation's unrestricted income strategy and annual plans.
- Lead the drafting, submission and uploading of individual giving communications, including on social media.

Grow the Foundation's unrestricted income portfolio (40% of time).

- Research new funding opportunities, build open, transparent and trusting relations with new individual donors.
- Monitor and track the progress of individual donors, supporting them to become higher-value, regular and legacy givers.

Support coworkers, focalisers (managers), stewards, trustees and partners to engage proactively with individual donors (20% of time).

REQUIREMENTS:

- 3-5 years proven individual giving fundraising experience.
- Awareness of individual giving fundraising strategies, including digital, social media and mail campaigns.
- Bachelor's degree in Marketing, PR, Fundraising or related field.
- Excellent public speaking skills, with the ability to deliver presentations to a wide range of audiences.
- Experience of Customer Relationship Software.

Salary: The salary is £19,474 per year.

To apply: Please send your CV and cover letter of no more than 2 pages indicating how you fit the requirements, to hr@findhorn.org.

Closing date: 9am, Monday 31st January 2022.