



Supporting Wounded Veterans: Head of Fundraising

Job Description:

Job Title:	Head of Fundraising
Reports to:	CEO
Location:	Contracted to our Head Office in London, with flexible working arrangements.
Terms:	3-5 days per week (22.5 – 37.5 hours)
Contract:	Permanent

Purpose of the Role

The Head of Fundraising will be responsible for developing and growing an already successful fundraising programme for Supporting Wounded Veterans. SWV is recognised as one of the leading players in veterans support, and consistently innovates to develop new and groundbreaking science-based solutions to difficult problems.

We are looking for an exceptional relationship fundraiser who can manage their own time across income generation activities – primarily:

- Higher net worth individuals
- Grant making trusts
- Statutory funding sources

Working closely with the CEO and Board, the Head of Fundraising will have access to an enviable network of warm prospects. The successful candidate will be able to guide the organisation to fundraising growth by prioritising the quick wins, and developing a robust fundraising strategy. SWV has a new CRM on which data can be recorded.

This is a hugely exciting opportunity to join a rapidly growing organisation that values entrepreneurialism. With some of the finest networks – this is a role for a committed relationship fundraiser that wants to accelerate SWV's mission to reach more wounded veterans.

Key Responsibilities

Income Generation

- Lead on the creation and delivery of a major gifts programme at SWV
- Personally solicit and secure five and six figure major donations from individuals
- Deliver against the strategic objectives of the major gifts function, including: building a robust pipeline of prospective donors, successfully cultivating new relationships and opportunities that align with SWV's strategic objectives, and securing new income
- Prospect research using all available public sources, donor networks, and other opportunities to identify and build a sustainable pipeline of prospects and donors
- Provide outstanding relationship management and stewardship, ensuring a brilliant supporter experience for all donors
- Work across all fundraising functions to maximise opportunities from major donor networks
- Act as a senior representative of SWV externally, promoting our work and generating opportunities,

- Utilise e-tapestries to ensure that all activity across the function is accurately recorded to aid reporting and analysis,
- Write excellent bids to external funders,
- Work closely with the CEO and the Finance team to ensure accurate forecasting and monitoring of activity and income across the function,
- Integrate the voice of our clients into fundraising activity,
- Ensure legal and regulatory compliance across all areas of major donor fundraising, including the Fundraising Code of Practice and Data Protection legislation. Model best practice and coach the wider fundraising team as required.

Strategy & Leadership

- Work closely with the CEO to ensure a robust pipeline of approaches to trusts, statutory sources and individuals is maintained,
- Work closely with finance to ensure an accurate income forecast is built and reported to the trustees.

Other Responsibilities

- Undertake any other such duties or tasks as may reasonably be required within the scope of this role,
- Lead by example, exhibiting always our values of being Welcoming, Collaborative, Mission-Led, and Entrepreneurial.

Person Specification

Essential

- **Demonstrable knowledge and interest in the charity and social value spaces.**
- Strong track record in securing and stewarding high-value donations from major donors or trustees at a five and six figure level
- Experience of building a programme of major donations, including strategy development, budget management, and prospect development
- Experience of generating sustainable income growth and working to ambitious targets,
- A demonstrable track record of building excellent strategic relationships across a wide range of philanthropic donors,
- Strong strategic planning and financial management skills, including forecasting, risk analysis, strategy development and performance management/KPIs,
- Experience of delivering accurate and timely reporting, and presenting to senior leaders, including Trustees,
- Able to communicate complex ideas in a clear and compelling way to different audiences, including government funding bodies and large multi-national charitable trusts,
- Ability to inspire and motivate teams,
- Strong vision and leadership skills, and an ability to provide strategic direction,
- Strong negotiating and influencing skills, including at senior levels both internally and externally,
- Experience working effectively cross-organisationally and with senior colleagues and high profile individuals,
- Outstanding networking, relationship and diplomacy skills,
- Ability to work well under pressure and to strict deadlines,
- Excellent project management skills, including the ability to coordinate complex and multiple projects across different streams of activity and working at pace,
- Ability and willingness to balance a strategic role with frontline fundraising activity,
- Strong knowledge of Data Protection regulation and the Charity Fundraising Code of Practice.

We are open to flexible working arrangements and alternative working patterns.