



Brain Tumour Research

Together we will find a cure

Job Description:

Trusts and Foundation Manager – Full Time

Job Purpose

This is a fantastic opportunity for an individual who wants to make a difference in one of the most innovative and exciting medical research fundraising charities in the UK.

As the Trusts and Foundation Fundraising Manager, you will play a crucial role in helping the charity meet its strategic plans and objectives which include campaigning to increase the national investment in brain tumour research to £35 million per year and fundraising to create a network of seven sustainable Brain Tumour Research Centres of Excellence across the UK.

This is a new role within the charity, and so we are looking for a candidate not only with experience in Trusts and Foundations fundraising, but for someone who is focused, influential and innovative.

The Trusts and Foundations Manager will contribute by raising restricted and unrestricted income from trusts and foundations, producing high quality, bespoke proposals and reports. To contribute to the overall implementation of trust fundraising objectives, the successful candidate will also need to develop and maintain appropriate relationships with trusts, foundations, and their representatives, ensuring the highest quality of stewardship and cultivation.

The successful candidate will need to have experience in securing major gifts from trusts and foundations, and have a record of accomplishing income based targets to a timescale. Experience in creating successful bespoke applications, proposals or asks for trusts and foundations would be beneficial as well as delivering stewardship and engagement programmes.

Brain Tumour Research is an exciting, innovative, and ambitious charity. We are passionate about finding a cure for brain tumours through the establishment of dedicated Brain Tumour Research Centres of Excellence around the UK.

Location: Milton Keynes, Head Office, flexible hybrid working model

Salary: Circa £40k

Full Time: 35 hours per week

Main Duties

Reporting to the Director of Income Generation and Development, you will:

- Generate income from trusts and foundations, using a strong business plan to meet targets and deadlines
- Contribute to Brain Tumour Research's strategic aims and objectives
- Lead on raising income to an agreed target, through personal account management of a portfolio of trusts and foundations, as agreed with the Director of Income Generation and Development
- Develop an mid-value programme for lower-level trusts (£10,000 - £50,000) and grow this over time
- Prepare high quality project proposals which demonstrate a clear case for support and align to the funder's criteria
- Prepare and present reports for funders, working with the Research team to provide content
- Report on progress and evaluate progress based in objectives, outcomes and KPI's

Requisite Skills and Experience

- Working knowledge of the principles of trust fundraising, including identification, research, solicitation, and stewardship of funders
- Experience of personally securing five and six major figure gifts from trusts and foundations
- Excellent interpersonal and networking skills, able to influence and persuade a wide range of stakeholders and facilitate strong relationships with a wide range of people inside and outside of Brain Tumour Research
- Experience of creating successful bespoke proposals or asks for trusts and foundations
- Experience of delivering stewardship and engagement programmes which underpin a successful trust and foundations strategy
- Ability to pro-actively cultivate and recruit new trust funders
- Experience of using a CRM/database
- Experience working for a health charity would be ideal