

United Kingdom Jobs Expertini®

Senior Manager, Philanthropy

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Company: CDP

Location: London

Category: computer-and-mathematical

Closing Date Sunday 19th May 2024

Location(s): Hybrid/Remote (US, UK or Europe)

Salary Range USD\$80,090- USD\$111,000 - Final offer amount depends on multiple factors such as candidates experience and expertise, geographic location, total compensation, and market data.

Who we are

At CDP, we are on a mission to solve our planet's biggest environmental challenges: climate change, water scarcity and deforestation. We believe you can't manage what you don't measure – so we run the world's largest environmental disclosure system. For the past two decades, our team has worked tirelessly to create a thriving economy that works for people and planet in the long term – we accomplish this by engaging the global actors who wield the greatest influence in driving environmental change: companies, cities, governments, and the capital markets.

CDP's cascading global impact is powered by our tight-knit team of smart, savvy, curious and committed individuals, who share a common passion for creating a sustainable future. It is our people who make our work possible. And we provide our people with a working environment that empowers each individual to reach their full potential: one that is committed to equity; one that provides equal access for growth and development; and one that supports each individual throughout the full employee life cycle. Visit [or follow us @CDP](#) to find out more.

Job Purpose & Background:

CDP's development team is ambitious, dynamic and at the heart of everything CDP does. As a Senior Manager, Philanthropy, you will focus on developing and managing strategic, high-value relationships with Trusts and Foundations. The Senior Manager will play a key role in developing and implementing a global fundraising strategy at a key time of organizational growth. Reporting directly to CDP's Head of Philanthropy, you are an independent thinker who can help grow and sustain grant funding from Trusts and Foundations. You are the kind of person who gets out from behind your desk to meet people, influence and achieve long lasting, mutually beneficial relationships. You'll need to be determined, tenacious and focused on results.

Who you are

- Must reside and be eligible to work in the locations stipulated above.
- You have a proven ability to build and manage philanthropic donor income streams, maximising the value of existing and prospective supporters.
- You have a proven track record of relationship building to secure grants at seven figure and above level.
- You have 5 or more years of fundraising experience, preferably with Foundations or High Net-Worth Individuals.
- You are able to understand diverse donor motivations and deliver a bespoke relationship to meet these and have demonstrable skill in adapting written and verbal communications for a philanthropy audience.
- You have excellent face to face, interpersonal, negotiating and persuasive skills.
- You are an effective communicator.
- You are confident working with senior stakeholders internally and externally, using tact and diplomacy.
- You have extensive experience of bespoke proposal and report writing for a philanthropy audience.
- You have excellent attention to detail, ability to analyse and prepare budgets.
- You are organised and methodical approach to plan and deliver against a varied workload, managing competing priorities under your own initiative and to strict deadlines.
- Experienced in working as part of a global team

Your day-to-day

You will support the execution of CDPs philanthropic fundraising strategy.

You will manage a portfolio of strategic, high-value donors, building strong relationships and implementing creative solicitation plans to maximise donor engagement and income.

You will research, develop and secure funding from new donors, with a strong focus on funders with a potential to give 7-8 figure grants.

You will develop an excellent knowledge of CDP's work, liaise with colleagues to prepare and present high-quality information such as tailored presentations and proposals for the donor.

You will build excellent external working relationships at all levels with donors, their staff and networks in order to directly influence their decisions.

You will build excellent internal working relationships to engage staff at all levels in supporting donor stewardship to manage prospective and existing donors effectively.

Before you apply

We'll only use the information you provide to process your application. For more details on how we use your information, see our . By uploading your CV and covering letter, you are permitting CDP to use the information you have provided for recruitment purposes.

How to apply:

Please submit your CV and a covering letter setting out how you meet the required skills and experience, which should be no more than two pages. We will be reviewing applications on a rolling basis. We are looking for the successful candidate to start as soon as possible.

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Cross References and Citations:

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