

# Role Profile: Senior Trusts & Statutory Fundraising Manager



## What you will do

- Develop a sustainable, ambitious programme, that will build a robust pipeline of income from trust, foundation, statutory and lottery prospects with potential to donate significant income in support of a range of Mencap projects.
- Identify and research prospective donors that have potential to support Mencap's work; achieved using internal networks and undertaking external research, collaborating with other team members to coordinate research and share knowledge.

## About you

Candidates from all backgrounds welcome! We are looking for people with a passion and drive to improve the lives of people with a learning disability.

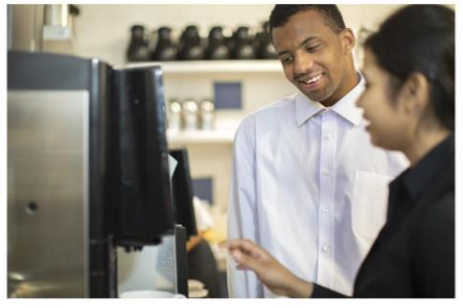
## What you will bring

- An ambitious and creative approach to Trust & Statutory fundraising
- Knowledge and understanding of Trust & Statutory fundraising, key issues and opportunities
- Excellent relationships management abilities with the skill to influence and engage cold and warm contacts
- Strong written and verbal communication skills
- Strategic thinking with the ability to convey complex and emotive topics in a clear and compelling way

## Your experience

- Securing five-figure+ sums from Trust & Statutory Donors E
- Proven experience of building long-term effective relationships with senior stakeholders, both internal and external D
- Demonstrable experience of project management and cross-organisational working E
- Significant experience of working with and to a wide range of financial and non-financial KPIs E

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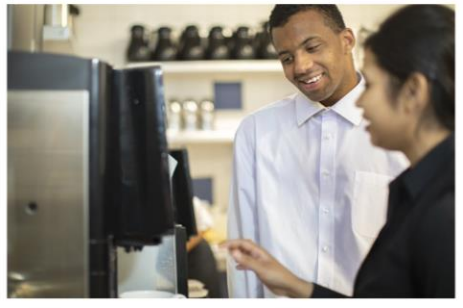


Join the team and be part of an organisation passionate about making the UK the best place for people with a learning disability to live happy and healthy lives.

## Key responsibilities:

- Deliver all income and activity targets.
- Prepare and submit quality proposals, that will secure six and seven figure donations with a focus on multi-year relationships, in line with the requirements of potential funders and of the volume outlined by relevant KPI targets.
- Coordinate all commitments for current funders across Mencap departments; including working closely with operational colleagues to identify and retrieve information necessary for the preparation of progress reports, including financial information.
- Ensure a strong donor pipeline is maintained by tracking and planning cultivation activities, applications and forecasted income.
- Manage and plan your pipeline of activity and approaches to ensure you and the team are on track to meet financial targets.
- Support the High Value Relationships Lead with the monthly financial reporting for Trusts and Statutory income.
- Undertake all relevant administrative responsibilities.

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## More about the role

**Job Title:** Senior Trust & Statutory Fundraising Manager

**Report to:** High Value Relationships Lead

**Line reports:** N/A

**Department:** High Value Relationships

**Location:** Hybrid

- On occasion the post holder will be required to travel across the UK and overnight stays may be required.
- Occasionally required to work weekends and attend evening events and meetings.

**Salary:** £TBC

**Hours:**  
37.5 Monday-Friday.

**Location:** Hybrid with flexibility to travel across the UK

## What will Mencap give you

24 days annual leave + all UK Bank Holidays  
Amazing benefits + pension  
Full support in the role and training  
Flexible working options

## How to apply

Please apply with an up to date CV that demonstrates your skills and experiences relevant for this position.

If you require any further information please contact our Recruitment Team on 01733 246699



## Who you can expect to work with

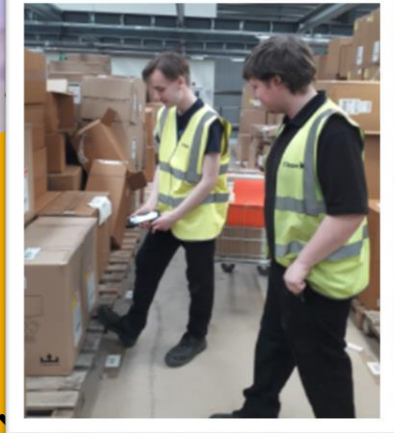
High Value Relationships and wider Fundraising Teams

Senior leaders at Mencap

Colleagues across our delivery Teams

Finance, L&D, and HR Business Partners

Colleagues with a learning disability



## Mencap's values and how they apply to this role

We are  
**Passionate**  
about making  
the world a  
better place

You will have a genuine passion for changing the lives of people with a learning disability.

We are  
**Inclusive**  
of everyone

You will work collaboratively and be a positive role model for others.

We are  
**Brave**  
we challenge  
and try new  
things

You will encourage colleagues and donors alike to innovate, stand up for what they believe in and push boundaries.

We are  
**Positive**  
in our work  
and with each  
other

You will celebrate successes and share stories about how our supporters are making a difference.

We are  
**Kind**  
to everyone

You will be kind, supportive and encouraging to everyone you interact with.