

Philanthropy Manager

London (Hybrid, 2 days a week in White City office)

£40,000 - £45,000

The British Asian Trust is a diaspora-led international development organisation, delivering programmes tackling problems and inequalities in the areas of education, livelihoods, mental health, child protection and conservation in South Asia.

As Philanthropy Manager, you will work in a small, dynamic team – aiming to secure lasting, unrestricted donations and foster high-impact connections through BAT's Founders Circle and other HNW prospects, corporates and family foundations.

You will manage and renew a mid-level donor portfolio, working closely with the executive team and senior volunteers (including Trustees) to maximise network opportunities and proactively make fundraising asks at a 5-figure level. This role is ideal for someone with the skills and confidence to work proactively to engage donors directly, supporting the team as needed with larger asks and cross-team collaborations. You will drive donor relationships, create effective donor engagement strategies, and develop compelling copy/proposals.

To support income growth, you will help further a creative and opportunistic fundraising team culture, making effective approaches and asks to increase reach and engage new audiences. This role offers the opportunity to contribute to impactful change in South Asia, while developing your expertise in a supportive team focused on donor relationships. With exposure to senior leadership and hands-on engagement, you'll have the chance to innovate and build lasting connections with BAT's valued supporters.

The Role

- **Portfolio Renewal:** Own a portfolio of warm mid-level donors (typically contributing 5-figure gifts), with a focus on relationship-building to secure renewed asks/unrestricted support to our Founder's Circle.
- **Engagement & Event Support:** Support key donor engagement events like our annual charity dinner, ensuring an engaging experience for HNW donors during these impactful moments and stewarding accordingly.
- **Compelling Communication:** Write succinct, compelling materials, such as presentations, proposals, and cases for support, to communicate our vision and keep donors inspired and engaged.
- **Collaborative Initiative:** Work with senior stakeholders, including Trustees and executive team members, to maximise donor potential through a team

approach. Remain agile and adaptable to respond to tasks and produce high-quality, detailed work with a high degree of autonomy.

- **Data & CRM Management:** Maintain accurate records on the CRM (Salesforce), ensuring donor data is up to date and compliant, to effectively track and manage donor pipelines.

About You

- **Mid-Level Giving Experience:** Ideally, you've managed a similar donor portfolio, such as a Giving Circle or mid-level program, and know the nuances of donor engagement at a 5-figure level.
- **Adaptable, Entrepreneurial Mindset:** Comfortable working in a fast-paced, evolving environment, with the ability to prioritise tasks and respond to new opportunities as necessary.
- **Excellent Communication Skills:** Strong written and verbal communications skills are essential, as you'll need to engage and inspire donors while keeping communication clear and concise.
- **Collaborative Team Player:** Able to work well with senior leadership while remaining approachable and flexible, and open to shaping your approach to meet team needs.

Closing Date: Friday 29th November

Interviews: First interviews in person 5/10th December

To be considered for this position please apply with your CV as soon as possible to janice@thetalentset.co.uk, regrettably please note we may not be able to reply to each and every application.

We are committed to diverse and inclusive recruitment practices that ensure equal opportunity for everyone, regardless of race, sexual orientation, mental or physical disability, age or gender. We encourage applications from all backgrounds and will happily make reasonable adjustments to always ensure a fair process.

Candidates will need to have the right to work in the UK, unfortunately we are not able to provide sponsorship for this role.