

Job Description:

Fundraising Partnerships Manager

Location: Remote, with occasional travel

Salary: circa £40,000 pa, dependent on experience

Introduction

React Disaster Response is a small, agile, and dynamic organisation with a stellar and growing reputation across the international humanitarian ecosystem and the UK's resilience and emergency response framework. Working with our small core team and our network of amazing volunteers, we pride ourselves on delivering fast, effective, and impactful disaster response services, supporting communities in their most vulnerable moment in the UK and Internationally. Our dedicated team is committed to driving meaningful change and fostering a culture of innovation and collaboration.

We are now seeking a talented **Fundraising Partnerships Manager** to join our team. This is a unique opportunity to play a pivotal role in managing and growing our relationships with corporate supporters, high-net-worth donors, and trusts and foundations, ensuring their continued commitment to our mission.

Key Responsibilities

Partnership Account Management

- Build, nurture, and manage strong, long-term relationships with our corporate partners, high-net-worth donors, and trusts and foundations.
- Serve as the primary point of contact for existing partners, ensuring their objectives and expectations are met through tailored engagement and reporting.
- Develop and implement stewardship plans to maintain and deepen supporter engagement and funding.
- Ensure all donor engagement is supported with appropriate internal systems and practices.

Strategic Fundraising and Growth

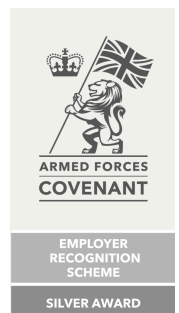
- Identify opportunities to grow income from corporate supporters and high-net-worth donors by presenting compelling cases for support.

www.re-act.org.uk

0300 330 9488 / info@re-act.org.uk

REACT Disaster Response, Chilmark, Salisbury, SP3 5DU

REACT Disaster Response is a Registered Charity in England and Wales (1163214), Scotland (SC052668) and a company limited by guarantee registered in England and Wales (09644561).



- Research and cultivate new partnership opportunities with businesses, trusts, and foundations aligned with our mission.
- Collaborate with the leadership team to develop strategic fundraising campaigns and proposals tailored to potential and existing partners.

Impact Reporting and Communication

- Produce high-quality, impactful reports and updates that showcase the outcomes of our work and demonstrate the value of partner contributions.
- Work closely with the Marcomms and UK and International Ops Teams to gather evidence, data, and stories that highlight our impact and inspire continued support.
- Represent React Disaster Response at partner meetings, events, and networking opportunities to promote our work and foster engagement.

Collaboration and Teamwork

- Collaborate with colleagues across the organisation to ensure alignment of fundraising efforts with operational priorities.
- Contribute to the development and implementation of fundraising strategies, goals, and KPIs.
- Support other fundraising initiatives and campaigns as needed, contributing to the overall success of the organisation.

Person Specification

Essential Skills and Experience

- Proven experience in managing high-value partnerships with corporate supporters, trusts, or high-net-worth donors.
- Excellent relationship management and communication skills, with the ability to engage and inspire a wide range of stakeholders.
- Strong track record of securing and growing income from high-value sources.
- Ability to craft compelling proposals, impact reports, and tailored communications.
- Highly organised with strong project management skills and attention to detail.
- Proven experience of managing CRM systems and the internal practices required to support and encourage donor engagement
- Delivering within the framework of governance and compliance for charity fundraising in the UK.

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Desirable Skills and Experience

- Experience working in the charity or humanitarian sector.
 - Knowledge of the international humanitarian ecosystem and/or UK resilience and emergency response framework.
 - Understanding of the principles of trust fundraising or corporate social responsibility.
 - Experience of working with Salesforce and a project tool such as ASANA.
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Personal Attributes

- Proactive and self-motivated, with the ability to work independently and as part of a team.
 - Adaptable and able to thrive in a fast-paced, dynamic environment.
 - Passionate about disaster response and humanitarian work, with a commitment to React Disaster Response's mission and values.
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What We Offer

- The opportunity to play a key role in a growing, impactful organisation with an exceptional reputation in the humanitarian sector.
- A supportive, collaborative, and dynamic working environment.
- Remote working and flexible working arrangements.
- Employer pension contribution of x%
- Free health cash back plan
- The chance to make a real difference by helping us respond to crises and support vulnerable communities around the world.

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