



## Save the Rhino International

<b>Job Title:</b>	Fundraising and Partnerships Lead
<b>Hours:</b>	Full-time
<b>Contract:</b>	Permanent
<b>Salary:</b>	<i>£45,000-55,000 commensurate to experience</i>
<b>Location:</b>	Central London / Hybrid – minimum 2 days per week in office
<b>Hours of work:</b>	Team members work a 35-hour week
<b>Holiday allowance:</b>	25 days plus UK bank holidays
<b>Reporting to:</b>	CEO
<b>Application deadline:</b>	5 <sup>th</sup> February 2024

### Who we are

Save the Rhino International (UK Registered Charity number: 1035072) is a London-based charity, established in 1994. We work with incredible people across the globe to ensure that all five species of rhino thrive in the wild.

At Save the Rhino we believe rhinos are magnificent, in themselves and as champions of the incredible wild landscapes in which they live. And they are endangered. To thrive, both rhinos and people need a world that is healthy, diverse and resilient.

We connect people striving to conserve rhinos and their habitats with people who want to support that vital work, and we contribute our own knowledge and skills to the conservation effort. Every day we work with a wonderful community of passionate friends, partners and supporters, to ensure that all five species of rhinos thrive in the wild.

Our core values, on which we will never compromise, are Integrity, Collaboration and Determination. We express those values through how we behave and talk to the world – who we are – Friendly, Knowledgeable and Passionate.

### Job description

We are looking for a highly experienced fundraising professional to develop and drive our relationships and public fundraising income through partnerships (corporate and zoos), individual giving and legacies, events and community fundraising.

This new post will report directly to the CEO and forms part of the overall Management Team. You will provide oversight on maximising existing funding channels, testing new areas, building new relationships and partnerships, as well as setting future priorities.

The role will have direct line management over a team of two staff and work very closely across the entire organisation of twelve staff as required to deliver on different targets. By providing strategic direction and oversight, you will ensure a co-ordinated and results-driven approach to fundraising and partnerships.

## Person specification

You will be an ambitious fundraising professional, with an individual track record of exceeding targets and significant experience of developing streams that have resulted in generating new income. You will build this new role in the charity working closely with the CEO, and the Management Team, as well as mentoring and building fundraising expertise across the team over time.

You'll be passionate about making a real difference for our donors and fundraisers, as well as our conservation partners. You will be highly motivated, enjoying reaching challenging goals whilst creatively finding solutions to problems. You will be a team player with the ability to inspire and influence at all levels to drive and embed positive changes. Importantly, you will share our values of integrity, collaboration and determination and our belief in the importance of a positive team culture.

## Responsibilities

- Develop and deliver the organisational strategy, annual fundraising plans and income targets and meet the agreed income targets, working alongside the CEO, Programmes, Communications and Operational Leads
- Lead the strategic direction for all fundraising and stewardship aspects of income generation, working alongside team members to drive forward all fundraising activities related to partnerships, individual giving and legacies, events and community fundraising
- Work with the Management Team to develop and deliver the annual budget, income and expenditure budgets and re-forecasts, with responsibility for key fundraising budgets
- Develop and manage relationships with existing and new supporters in order to maximise fundraising potential and donor retention, through stewardship and supporter journeys
- Working with the Communications Team to develop high-quality, engaging fundraising marketing materials and communications that drive donor acquisition and retention
- Manage and mentor two members of the Fundraising Team to assist on all areas of income generation, setting clear priorities, accountability and leadership through agreed workplans

## Requirements

- An exceptional and proven track record of results delivery in the areas of public fundraising and partnerships
- Demonstrable experience in relationship development, with the ability to liaise with stakeholders at all levels to negotiate, manage and inspire people to donate
- Exceptional written and verbal communication skills and engagement skills are a must, as well as active listening skills and the ability to clearly articulate messages to a variety of audiences
- Experience of mentoring and managing teams, alongside leading and embedding change, is essential