



Do you want to help millions of women in some of the world's poorest countries succeed as entrepreneurs and work their own way out of poverty? Have you played a leading part in securing five or six -figure gifts from corporate or major donors? We're looking for someone to join our small but well-connected, award-winning and multilingual fundraising team. If you think you can adopt the approaches that grew our funds by 33 percent last year alone – and, even more importantly, teach us some new tricks while you're at it – we'd love to hear from you.

PHILANTHROPY AND PARTNERSHIPS MANAGER

Reports to:	Head of Philanthropy
Location:	Hybrid. Currently we work in our central office in Marylebone (London), just off Baker Street/Edgware Road/Marylebone/Marble Arch stations, three days a week, and two days from home. Some overseas travel will be part of your role.
Contract:	Permanent, full-time. We invite you to raise suggestions for compressed hours.
Languages Required:	English, additional languages an advantage
Starting Date:	As soon as possible
Salary:	£35-42K

Background

Hand in Hand we can help women beat the odds and succeed as entrepreneurs. The money they earn and the confidence they gain changes everything. Whole families and communities rise with them.

Since 2003, from Afghanistan to Zimbabwe, we've helped 3 million women launch small businesses that can stand the test of time. Some are smallholder farmers learning to stand up to climate change. Some are refugees starting a new life after running from conflict. Others are young women and girls with few opportunities starting to dream – and plan – for the future.

Our members' achievements (so far) include:

- 3 million new and improved enterprises
- 4.9 million new and improved jobs
- 30% increase in income
- 99% of women with more freedom and influence at home

- 95% of families with savings to see them through a crisis

Hand in Hand International is normally based in Baker Street, central London, with a flexible working policy that currently includes work-from-home Mondays and Fridays. Our 17-strong team works with partners throughout the global Hand in Hand network, specializing in fundraising, strategic and programmes advice, and donor relations.

Hand in Hand is looking for an ambitious, confident Philanthropy and Partnerships Manager to join our award-winning fundraising team. We are a lean operation, with 90 percent of all funds raised being spent directly on programmes in 2021-'22. By filling this role, you will play an important part in maximizing funds raised for Hand in Hand, contributing to our long-term success. Your key focus will be identifying, creating relationships with and securing donations from corporates, corporate foundations and/or major donors. The role is highly international, working with colleagues across Afghanistan and Eastern Africa, and a prospect base spread across globe. You may therefore be required to travel.

Why work at Hand in Hand?

- We are a lean, nimble team, excited by innovation. Got an idea? Let's try it – no suffocating bureaucracy here.
- Working with our programmes offers the opportunity to impact people's lives at scale, across multiple themes such as women's economic empowerment, livelihoods and climate change.
- Our flat structure encourages work across teams and functions, from fundraising and programme management to communications and events.
- Being an employer of choice is one out of only six of our strategic plan goals, and we offer a range of [enhanced and family friendly employee benefits](#).

We believe diversity drives innovation and excellence and welcome applications from individuals from all backgrounds.

Duties and responsibilities

As a results-focused, entrepreneurial organization, we would expect you to make the role your own, but the following duties are certainly part of it:

Fundraising is the primary responsibility:

- Grow Hand in Hand's income, securing five and six figure gifts from new and existing donors
- Identify and secure meetings with new prospects using desk research, as well as by networking at events.
- Lead and support proposal development in collaboration with UK-based colleagues and in-country teams, including writing narrative proposals, preparing logical frameworks and budgets.

- Provide thorough documentation on the proposal and contracting/agreement requirements; lead and/or support in the negotiation of agreements.
- Engage donors in calls/meeting/events to update on project progress and identify opportunities for further donations.

Grant management is a secondary responsibility:

- Work with in-country teams to support transition of funded projects to implementation, including supporting the development of project planning tools.
- Manage grant management and stewardship for a portfolio of high value grants, working with UK-based and in-country programme teams.
- Support in-country colleagues to provide quality narrative, monitoring and financial reports.

Measurable outputs and performance indicators will include:

- Repeat donations from existing donors.
- Donations from new donors.
- Number of viable new donor prospects identified and number of calls/meetings with potential donors.
- Quality and number of proposals and reports.
- Donor feedback on proposals and reports.
- Promptness and quality of response to donor queries.

Skills and knowledge

Knowledge:

- Preference will be given to candidates with experience of corporate and major donor fundraising although experience of commercial sales/business development of high value, complex service or products is also highly welcome.
- An understanding of international development and/or women's economic empowerment is desirable.
- Exceptional telephone manner and excellent writing skills.
- Proficiency in Microsoft Office suite.
- Experience of customer databases would be an advantage.

Skills and personal qualifications:

- Exceptional interpersonal and listening skills, with a keen sense for reading others' personal motivations.
- Excellent influencing and selling skills with donors, colleagues and partners.
- Consistently approaches work with energy and a positive, constructive attitude.

- Able to manage multiple demands and complete tasks to deadlines, by prioritizing a heavy workload.
- Attentive to detail.
- Creative, innovative thinker and self-starter.
- Exceptional multi-cultural sensitivity.

Required experience

Education:

Educated to degree level or equivalent relevant experience. A fundraising qualification would be advantageous but not essential.

Experience:

- Demonstrable track record in prospect research for major donors / corporates / foundations capable of funding six and seven figure projects.
- Demonstrable track record of securing gifts (or contracts) from board-level corporate executives, wealthy individuals, corporates and/or foundations.
- Preference will be given to candidates with international professional experience, particularly in the US and Europe.

How to apply and inquiries

Please send your CV and/or LinkedIn profile to: Ashby@ashbyjenkinsrecruitment.co.uk

Unfortunately we can only accept your application if you have full rights to work in the UK for at least three years from the date of your application. Deadline for application is 29th May although we plan to interview on a rolling basis, so apply as soon as you can and we reserve the right to close the application period earlier if sufficient applications are received.

This [monitoring form](#) will not be part of the application form. If you were willing to fill it in, it would really help us in our efforts to become a more diverse team.

Please visit our website: www.hihinternational.org. For general inquiries please contact ashby@ashbyjenkinsrecruitment.co.uk