Senior Philanthropy Manager (Maternity Cover)

Duration: Fixed term (circa 12 months)
Salary: £60,000 per annum
Job Level: Level 3
Hours: 35 hours per week. Other flexible arrangements will be considered
Disclosure Level: Basic. This role involves limited direct/indirect work with children
Reports to: Head of Philanthropic Partnerships
Location: Working from home and at least two days per week at 1 Westfield Avenue, London E20 1HZ

At the UK Committee for UNICEF (UNICEF UK), we work alongside partners and communities to help realise children's rights and build a better world for every child. We are committed to an inclusive workplace where people feel valued, supported, and able to thrive – connected by shared values, a sense of purpose and a collective commitment to making childhood unstoppable.

Our work is guided by the UN Convention of the Rights of the Child (UNCRC) and the Sustainable Development Goals (SDGs), which recognise the universality of children's rights.

ABOUT THE TEAM

The Philanthropic Partnerships Team sits within the Philanthropic Partnerships Department in UNICEF UK's Public and Partnerships Engagement Directorate. We are a sector leading team with a significant track record of managing high value income partnerships with major philanthropists and high net worth individuals based in the UK, to deliver impact for children worldwide. The Philanthropic Partnerships Department as a whole raised over £16 million in 2025 and has ambitious growth aspirations.

The Philanthropic Partnerships Team maximises income and support for UNICEF by stewarding existing relationships and building new relationships with philanthropic individuals. We solicit support to fund unrestricted resources, emergency responses and priority global programmes, and align philanthropists' personal giving interests and strategies with tailored partnership opportunities.

ABOUT THE ROLE

The Senior Philanthropy Manager (EML cover) will join a team of seven high-performing fundraisers focussed on securing income from mid and major donors by delivering excellent relationship management and creative, tailored supporter journeys. You will manage a portfolio of donors to steward and uplift existing supporters and identify and cultivate new supporters, and develop new opportunities to maximise income and engagement, to secure multi-year income and significantly grow our major-donor pipeline.

You will develop a strong knowledge of UNICEF's work, build positive relationships with supporters and colleagues, and contribute to a positive team and workplace culture in line with UNICEF UK's Shared Commitment. The role also manages two line reports and is responsible for supporting their performance and development.

What we will expect you to achieve

- Retain and grow support from existing high value supporters by developing strategic, face-to-face relationships, delivering excellent stewardship and recognition, deepening their relationship with UNICEF and renewing and uplifting their support.

- Acquire new high value supporters to develop our donor pipeline and drive sustainable growth, by developing strategic, face-to-face relationships, proactively identifying and developing new income and engagement opportunities, delivering excellent cultivation and asking at the right time for multi-year financial support.

- Secure income and introductions with new supporters and networks by building relationships with influencers and connectors across the high-value ecosystem, encouraging existing supporters to engage their peers, and attending and co-creating relevant high-level events.

- Develop excellent relationships with UNICEF colleagues within the department, directorate and beyond to effectively deliver the team's work, actively supporting colleagues through quality line management, sharing expertise and experience, and mentoring where required.

- Support the Head of Philanthropic Partnerships through contributing to a high-performance and values-aligned team culture, modelling expected behaviours, managing assigned projects and line reports, reporting on performance and progress, and deputising on occasion at relevant meetings.

- Support the Philanthropic Partnerships Team by:

    - Contributing to team strategic and operational planning and reporting processes, including monitoring, evaluating, and reporting against income targets, KPIs and risk.
    - Contributing to team processes and supporting efficient, effective ways of working including best practice SRM usage, data and donor management.
    - Representing the Team on relevant forums, events and projects.
    - Where appropriate, leading development of new opportunities, products and strategic drivers.
    - Where appropriate, hosting partners at events and on international programme visits.
    - Proactively growing your understanding and knowledge of UNICEF's complex work around the world so that you can be an informed source for supporters.

- Demonstrate and model a commitment to our shared values, behaviours and inclusive practices (known as Our Shared Commitment) in all aspects of your work.

BEHAVIOURS, EXPERIENCE AND SKILLS

This section contains the essential behaviours, experience, knowledge and skills needed in order to be effective and successful in this role. All criteria in this section are essential.

Effective behaviours

Supporter driven and mission aligned

- Is committed to children and their rights and motivated to work towards achieving a better world for every child.
- Develops effective relationships with target supporter groups enhancing their knowledge and involvement of UNICEF's work.
- Considers partners' needs and pressures, balancing their expectations with doing what's right for children.

Communication

- Conveys complex ideas using a variety of methods to engage an audience and win understanding and support

Positive Relationships

- Nurtures strong professional relationships with colleagues at all levels and with external contacts and partners to support the achievement of objectives.

Efficiency and effectiveness

- Manage conflicting priorities to ensure that objectives are achieved and deadlines met.
- Responds flexibly to unforeseen events such as emergency responses to ensure that effectiveness is not compromised
- Suggests simplifications to overly complex ways of working to improve results

Results focused

- Prioritises and sustains focus on work that will have the greatest impact on agreed aims
- Reviews results and extracts learning to optimise future performance

Good management

- Uses a flexible management approach: coaching, supporting or guiding for best results
- Encourages others to pursue development opportunities to support their personal and professional growth at work
- Gives and is open to receiving specific, timely and constructive feedback to support learning

Relevant experience

- Experience of securing 6 figure partnerships with HNWIs and building high-quality relationships with a portfolio of major supporters.
- Experience of working across multiple projects at one time, engaging colleagues and stakeholders at multiple levels and working with senior staff and volunteers to achieve success.
- Experience working with programme experts and other fundraising and enabling teams to develop new opportunities, design bespoke fundraising proposals and reports and develop prospecting plans.
- Experience of managing fundraising products and initiatives and driving innovation.
- Experience of quality line management of one or more direct reports

Specific knowledge and skills

- Superb interpersonal skills, comfortable making direct contact with individual donors to discuss interest and commitment.
- Entrepreneurial mindset: driven by fundraising targets; proactive and self-motivated, with the confidence to identify and develop new opportunities; able to solve problems and innovate.
- Knowledge of the current philanthropy and High Net Worth Individual landscape and insight into future trends.
- Knowledge of different forms of philanthropic motivations, giving mechanisms and fundraising strategies.
- Knowledge of relevant fundraising industry standards and regulations.
- Knowledge of Excel and budgeting.
- Use of Sales Force or similar CRM software.