



Development Manager

Salary Range: £35 -37,000 per annum.

Length of Contract: Permanent full time contract.

Start date: ASAP

Location: Remote.

Reporting to: Head of Development

About us:

In2scienceUK's aim is to promote social mobility and diversity in science, technology, engineering and maths. We do this by leveraging the skills and passion of researchers and science, technology and engineering (STEM) professionals to support young people from low socio-economic backgrounds to achieve their potential and progress careers in STEM.

We are in a pivotal moment of our development. With a new CEO joining in 2021, six new Trustees on our Board and a new five-year strategy launching in 2022, we are set to grow in size and profile. The team is dedicated, passionate and enthusiastic about empowering young people.

What we are looking for:

You will be a motivated and passionate fundraiser with solid experience across various income streams. However, the focus will be on further developing investment from STEM employers.

in2scienceUK has an impressive partnership base that now needs to be built on and maximised. We are looking for someone who has a proven track record in building income, using creative and supportive approaches – who will relish the opportunity to be creative and entrepreneurial.

Your specific duties will include:

- Help develop, implement and continuously improve an ambitious Fundraising strategy leading to a strong and sustainable funding base.
- Play a leading role in building profitable, multi-year relationships with corporates, STEM and non-STEM employers, trusts and high-net-worth individuals, stewarding them in line with financial targets and impact goals.
- Manage a portfolio of Key Major Donors and drive forward the most significant opportunities for new partnerships, with employers, trusts and high-net-worth individuals.
- Work with the Head of Development, CEO, Ambassadors and Trustees to engage new supporters, and to manage existing relationships.
- Work with colleagues across In2scienceUK to further develop our portfolio of compelling funding propositions, identifying new developments and plan effectively

- for funding opportunities
- Formulate high quality fundraising materials to engage new funders.
- Attend meetings to ensure key stakeholders remain updated and engaged in our work.
- Represent In2scienceUK at events as appropriate, particularly local business networking groups and events involving local universities, research institutes and science societies.

Communications and teamwork

- Play an active role in the In2scienceUK team, and across the organisation as a whole, upholding In2scienceUK's values and behaviours and fostering good working relationships and enhanced communications with colleagues.
- Understand and comply with charity law and Fundraising Code of Practice with respect to corporate fundraising.
- Track, analyse and report upon performance using agreed performance measures. This will include summary reports on accounts.
- Maintain confidentiality at all times and ensure proper observance of and adherence to all In2scienceUK's policies and procedures.
- Take responsibility for personal administration and efficient organisation of all activities.
- Other relevant duties as determined by the line manager.

Person Specification

The person we are looking for will:

- Have demonstrable experience of building strong and trusting relationships with corporate and individual donors and stewarding them to raise five and six figure gifts.
- Have experience of identifying innovative new opportunities to recruit new donors, partners and funders and grow income.
- Be creative and entrepreneurial, able to spot opportunities and identify ways to present and package In2scienceUK's offer.
- Have a strong track record of sustained income growth from businesses, trusts and high net worth individuals.
- Be an effective leader; motivating, retaining, coaching and developing staff.
- Be experienced in developing and delivering an ambitious strategy, and effectively delivering on operational plans.
- Have a commitment to sound financial management and achieving financial targets.

Personal attributes and skills:

- Ability to lead, motivate, delegate and negotiate to achieve team and organisation objectives.
- Excellent oral and written communication skills. The ability to be inspiring, effective and concise.
- Exceptional influencing skills, being credible & persuasive at all levels.
- Tenacious, driven and self-motivated with a can-do attitude and an eye for detail.
- Outstanding interpersonal skills, able to build trust, relationships and rapport.
- Ability to multi-task and work on own initiative, accurately and under pressure.
- Strong flexibility, adaptability, capable of using initiative, tact and discretion.
- Organisational and project planning skills and ability to meet deadlines.

Benefits:

At In2scienceUK we practice what we preach by giving all staff opportunities to progress in their careers. You will have the opportunity to develop your own bespoke training and career development plan with guidance from your line manager to get you to the next level from day one.

Although we take our career development seriously we also value work life balance. You will have the opportunity to work flexibly from home, balancing your caring responsibilities, volunteer commitments, hobbies and anything else that makes you happy.

You will have 28 days of annual leave per annum, plus bank holidays.

Application Procedure: Please apply through our [Charity Jobs advert](#)

Applications close on 8 July 2022

For an informal discussion about the post, please contact Ty Watson by email ty@in2scienceuk.org