

**Job Title: High Value Relationship Executive**

**Reports to: High Value Lead**

**Hours: 37 hours per week**

**Location: Hybrid (3 days per week in our London Office)**

**Salary: Up to 35k depending on experience**

Are you looking to develop your career in high value fundraising? Have ambitions to take your career to the next level? Come and join us at the Royal Society for Blind Children (RSBC).

As a key part of our newly established Relationship Fundraising department, this role joins us at an exciting time as we enter our new strategy in 2025. We’re investing in growth, but we’re realistic about what that means and what it will take to get there, and we want to have fun along the way and provide opportunities for people to progress and grow as we do.

We’re looking for someone who thrives in a fast-paced environment, has great attention to detail and writes urgently and persuasively. If that sounds like you, drop us a line! We’ll be reviewing applications as they come in so encourage people to express their interest early.

Some of the main duties of this role include:

* Win new business, develop relationships, and provide first class stewardship and account management across a mixed high-value portfolio of grant-makers, funders and donors to support RSBC’s income generation growth
* Working closely with the High Value Lead to develop plans for account management and new business across your portfolio
* Drive targeted asks to support RSBCs strategic goals and objectives
* Develop compelling cases for support and assist the testing of new approaches, including working with the service delivery and support teams to ensure detailed knowledge of the organisation’s activities, outcomes and impact to translate into compelling asks
* Proactively and creatively identify high value opportunities and manage them from start to finish, working with colleagues across the charity

**The ideal candidate** will be skilled and experienced in writing compelling and effective proposals for funding (working to an agreed individual annual target of no less than £200k); will have strong interpersonal skills and able to build warm, trusting relationships with donors, partners and funders; excellent knowledge of the high value landscape; proven ability of achieving income targets including a significant number of 5-figure asks and repeat funding.

The postholder may be required to work outside of normal working hours from time to time to cover events.

In return we offer a competitive range of benefits including a generous annual leave allowance of 28 days (rising to 29 days after 3 years’ service) + bank holidays, an option to buy an additional 2 days of annual leave, Employee Assistance Programme, Perkbox, flexible working opportunities, 3% contribution towards pension, access to 24/7 GP, mental health care and dental advice via apps if member of pension scheme, season ticket loan. We are a welcoming, diverse and inclusive workforce and are a Disability Confident Employer. We also hold the Investors in People Silver Award.

**For further details on the role, please refer to the Job Description and Person Specification.**

<https://www.rsbc.org.uk/work-for-us/>

**Please apply by emailing your CV and a supporting statement which details how you meet the requirements of the role and person spec to** **recruitment@rsbc.org.uk**

**Closing date: 11 July**

**To apply you will need to have the right to work in the UK. We do not provide any sponsorship.**

The Society is committed to safeguarding and promoting the welfare of children, young people and adults and expects all staff and volunteers to share this commitment. Therefore, all posts are subject to an Enhanced Disclosure check from the Disclosure and Barring Service and 2 satisfactory professional references. Registered Charity No.307892