

**Job Title: High Value Relationship Manager**

**Reports to: High Value Lead**

**Hours: 37 hours per week**

**Location: Hybrid – 3 days per week in our London office**

**Salary: £34-46k depending on experience**

Are you an experienced high-value fundraiser, who enjoys developing innovative proposals for large, multi-year funding? 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 enthusiastic, who thrives in a fast-paced environment, and enjoys building relationships with colleagues, donors and partners. 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 main duties of this role include:

* Working closely with the High Value Lead to develop robust plans for account management and new business across your portfolio
* Drive targeted asks focused on 5 and 6 figure opportunities to support RSBC’s strategic goals and objectives
* Ensure RSBC high value supporters feel connected recognised and valued by providing first class customer service and producing high quality bespoke reports and updates to demonstrate the impact of their funding
* Collaborate with the wider External Affairs team to develop compelling multi-year cases for support and test new approaches
* Proactively identify high value opportunities, manging them from start to finish
* Work to monthly and quarterly activity targets to deliver the annual fundraising budget

The ideal candidate will have a demonstrable track record securing funding from corporates, major donors, trusts, foundations, statutory and/or institutional funders, working to an individual annual income target of £400k+; proven ability of achieving high value income targets including a significant number of 5 figure asks ad repeat funding from a range of funders and donors.

The postholder may be required to work outside of their 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: Applications reviewed on a rolling basis until 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