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# Job Description

**Post:** Senior High Value Executive

**Reports To:** High Value Lead

**Hours:** 37 hours per week

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

**Contract**: Permanent

**Our belief**

RSBC believes that every blind young person should have the chance to live life without limits.

By giving young people the essential skills and confidence to take control of their life, they can unleash their true potential.

**Our success depends on our values**

Underpinning all RSBC’s work are values embedded in trust and excellence:

**TRUST:** Respect and accountability

**ENERGY:** Straight talking and constantly learning

**AMBITION:** Confronting reality and driving results

**MOTIVATION:** Vision impaired children and young people are our number one priority, and we look for solutions, not problems

## Primary Objectives

This role is responsible for winning new business, developing relationships and providing first-class stewardship and account management across a mixed high-value portfolio of partnership and philanthropy funders, focused on £50-100k relationships with trusts and grants funders primarily.

Working alongside the Head of Relationship Fundraising, the High Value Lead, High Value Exec, Strategic Partnerships Manager and Community & Events Fundraising Manager, you will form part of a core team that is on a mission to take RSBC’s relationship fundraising to the next level; supporting RSBC’s income growth and enabling us to provide specialist support to more vision impaired young people and their families.

## Key Tasks and Main Duties

**Relationship Fundraising**

1. Drive targeted asks, focused on opportunities of 5- and 6-figure to support RSBC’s strategic goals and objectives
2. Work closely with the High Value Lead to develop robust plans for account management and new business across your portfolio
3. Provide first-class relationship management, ensuring RSBC high-value supporters feel connected, recognised and valued; producing high-quality bespoke reports and updates to effectively demonstrate the impact of their funding
4. In collaboration with the wider External Affairs team, develop compelling multi-year cases for support and support the testing of new approaches (e.g. multi-agency bids, new trusts)
5. Proactively and creatively identify high-value opportunities and manage them through from start to finish, working with colleagues across the organisation, including the SLT and Income & Engagement Committee where appropriate
6. Support the High Value Lead on large institutional bids
7. Work closely and collaboratively with service delivery and support teams to ensure detailed knowledge of the organisation’s activities, outcomes and impact to translate into compelling asks

**General**

1. Work to monthly and quarterly activity targets, to be agreed collaboratively with the Head of Relationship Fundraising and High Value Lead to deliver the annual fundraising budget
2. Ensure information is accurate, easily accessible, securely in line with GDPR and correctly recorded on the CRM database
3. Keep abreast of industry-wide information in the charity sector, and the challenges and barriers that are impacting children, young people and families
4. Carry out all duties and responsibilities in line with organisational policy, the fundraising regulator’s Code of Practice, the law, and other best practice guidelines
5. Ensure compliance with safeguarding policies and legislation and protect the welfare of service users and all other children and young people/vulnerable adults that have contact with the organisation
6. Ensure equality and diversity principles are embedded in all activities
7. Any other duties as required

## Person specification – qualifications, skills, experience, and abilities

**Qualifications**

Degree qualified or qualified by proven experience in achieving high-level income targets.

**Skills and Experience**

Essential

* A demonstrable track record securing funding from trusts, foundations and/or statutory and institutional funders; working to an individual annual income target of c.£400k or above
* Dynamic and results-focussed; thrives working proactively to spot opportunities and see them through
* Strong interpersonal skills; able to build warm, genuine and trusting relationships internally and externally
* A clear communicator and confident networker; highly articulate, able to tailor their tone and style to different audiences
* Enjoys working with pace and urgency, while maintaining quality and offering great customer service
* Excellent knowledge of the high value funder landscape
* Proven ability of achieving high level income targets, including a significant number of 5-figure asks and repeat funding from a range of donors and funders
* Excellent organisational and prioritisation skills
* Ability to monitor pipeline, gauge success rates, and address funding gaps in a timely manner
* Experience of producing regular reporting against fundraising targets and budgets
* Ability to work collaboratively across a multi-disciplinary team

Desirable

* Experience in vision-impairment and/or children’s causes
* Working knowledge of CRM databases