



# m2m Job Description

<b>Job Title</b>	<b>Senior Lead, Philanthropy</b>	<b>No of incumbents</b>	
<b>Country/Office</b>	UK	<b>Department</b>	GRM
<b>Job Grade</b>	<i>To be confirmed by HR</i>	<b>Date Prepared/ Updated</b>	April 2024

## Overall Purpose of the Job

Senior Leads in the Philanthropy team are experts in engaging individual philanthropists and family foundations and are key front-line fundraisers for m2m.

Senior Leads deliver m2m’s global approach in engaging high-value individuals, leading and generating a diverse portfolio of high-impact and strategic partners and funders who align with and will help accelerate and fund the delivery and success of m2m’s 2022 – 2026 Strategic Plan.

You will support senior leadership in shaping and delivering philanthropy partnerships strategy as part of the wider global resource mobilisation and organisational strategies.

## Job Specifications

### Qualifications and Experience:

- Proven track record of successfully securing **6- and 7-figure gifts** from philanthropists and family foundations, including through face-to-face negotiation.
- Demonstrated experience and success in developing and managing **high-value relationships with leading executives and their families**, utilizing excellent communication and influencing skills.
- Proven track record in **identifying and developing new business** with aligned philanthropists, using activity targets to drive performance.
- Experience of **strategic planning**, developing and monitoring annual plans, income and expenditure budgets.
- Demonstrated **knowledge and experience** in international development and/or public health sectors and major giving trends.

### Competencies:

- Leadership: Strong inter-personal, influencing and relationship building skills internally & externally; ability to create and inspire visionary thinking amongst internal and external stakeholders.
- Strategic and Analytical Thinking / Approach: ability to assess strategic qualities and alignment of prospects, discern prospective value, and approach projects and tasks in the context of achieving wider team and organisational goals.
- Decision-making: ability to make timely, strategic, and appropriate decisions in line with role remit and portfolio to support delivery of organisational and departmental strategies and priorities.
- Communication: highly effective and versatile written and oral communication skills with demonstrated ability to clearly, concisely, and compellingly communicate complex ideas and information to internal and external stakeholders.
- Collaboration: ability to identify needed expertise and inputs and work effectively with others across offices, including valuing diversity and being culturally aware and sensitive.
- Agility and Resilience: ability to work in a dynamic, entrepreneurial environment; an independent worker with the ability to plan, prioritise and manage a varied workload to meet deadlines, and pro-actively identify, pursue and deliver on new opportunities.
- Professionalism: ability to maintain appropriate behaviour, demeanour, and interactions always, ability to prioritise appropriately.
- Diversity, Inclusion, and Equity: a demonstrable commitment to the principles of diversity and inclusion and their practical application and integration in the work environment.

### Description of Tasks / Key Performance Areas

Core functions and anticipated LOE are outlined below. These LOE should be taken as indicative.

#### **20% LOE: Partnership Management**

You will develop and grow a portfolio of existing donor relationships, engaging donors to activate their full potential; developing and delivering solicitations; navigating complexities and decision-making; ensuring proper stewardship; and optimising relationships including and beyond funding. Successful delivery will require collaboration (leadership, negotiation, and influence) across m2m's communications, events, advocacy, programme technical, and senior leadership teams to design and offer relevant moments and opportunities to engage and progress partnerships.

#### **60% LOE: New Business**

Senior Leads proactively identify and pursue opportunities to generate New Business, including through prospect research and donor referrals, in alignment with organizational funding needs. You will build meaningful pathways for potential donors to engage with m2m and its programmes and elevate m2m to become a partner of choice for philanthropists. In conjunction with your content leadership and expertise, you will develop proactive propositions and ideas to engage prospects to support programmatic and flexible funding and non-financial value, where appropriate. As above, successful delivery will require collaboration across m2m's teams.

#### **10% LOE: Content Expertise**

All members of the Philanthropy team are internal experts and resources for engaging with the individual donor audiences. As a Senior Lead, you will shape giving opportunities for major donors, and lead on specific areas and/or markets (e.g. UK philanthropy, African philanthropy), creating greater cohesion and effective thought leadership within m2m. You will also develop and execute a clear philanthropy strategy for your area, establishing unique platforms for engaging donors and repurposing existing assets as needed.

You will be expected to engage in external networking and learning related to the philanthropy sector to represent m2m and stay up-to-date with and communicate relevant trends to the wider team. Senior Leads are also tasked with developing tools or resources (e.g. templates, best practice guidance or examples) including associated skills-shares as part of their role as senior internal experts.

**10% LOE: Leadership and Engagement**

As members of a dynamic global organisation, Senior Leads will engage the CEO, Founders, Board and senior staff effectively and appropriately in advancing philanthropic relationships. You will also allocate time to internal opportunities and initiatives, such as developing organizational funding opportunities, forecasting and work planning, and reporting on financial and non-financial progress. Further, Senior Leads are expected to model expertise and excellence as well as provide direct line management, ensuring that team members are equipped with the resources and direction to achieve their best results and maintain job satisfaction. You will also deputise for the Director, Global Philanthropy when required.