



AnimalsAsia

Until the cruelty ends

Job description JD-DRM-05/13

Job Title	Fundraising Development Manager
Reporting relationship	Direct report : UK Director
Location	London
Primary Objective of the Position	As Fundraising Development Manager you will secure and significantly increase funding for Animal Asia's core areas of focus through developing our work with corporates, trust and grants as well as high net worth individuals.
Key responsibilities and accountabilities	<p>FUNDRAISING:</p> <ul style="list-style-type: none">• Create and deliver a development strategy to identify and secure new income opportunities in line with the team and organisational strategy• Generate and manage a strong pipeline of opportunities• Managing and building our major donor base, including identifying and researching prospects.• Developing solicitation and cultivation plan for all major donors.• Developing strategic partnerships with a range of companies to deliver both a financial and strategic contribution to the charity.• Take responsibility for researching, developing and implementing a programme of support from charitable Trusts and Foundations to increase trust income.• Developing and leading initiatives/special projects, including key account management, business growth projects, strategic and commercial developments.• Writing creative fundraising material to support trust applications and major donor/corporate pitches to secure funding.• Maximise the organisation's income by supporting all current fundraising activity within the charity.• Report upon and evaluate fundraising progress on a regular basis.• Monitor competitors in market.• Support colleagues in activities outside of your specific job description on occasion. <p>INTER-DEPARTMENT RELATIONS:</p> <ul style="list-style-type: none">• Ensure that inter-department and inter-personal relationships are positive, cohesive, and contribute to the overall mission of Animals Asia• Develop and maintain effective working relationships with management in regard to work procedures, employee relations and procurement related concerns

	<ul style="list-style-type: none"> • Be prepared to assist in further activities of a small team i.e. events <p>CONTINUOUS IMPROVEMENT:</p> <ul style="list-style-type: none"> • Contribute to the on-going review, development and implementation of changes to improve the productivity and efficiency of Animals Asia • Participate in staff training and performance and development appraisal process to assist in the achievement of Animals Asia objectives and mission <p>MISCELLANEOUS:</p> <ul style="list-style-type: none"> • Promote and advocate Animals Asia to the general public • Follow established Animals Asia procedures and policies
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It is not the intention of this position description to limit the range of this role but to give an outline of this role with Animals Asia. At times you may be required to perform other duties outside this position description as directed by the Senior Management within Animals Asia. Animals Asia reserves the right to modify and update these duties from time to time as required to meet the needs of the organisation.