

JDRF IMPROVING
LIVES.
CURING
TYPE 1
DIABETES.

Director of
Fundraising



Welcome

Thank you for your interest in being the next Director of Fundraising at JDRF UK. We are the world's largest charitable funder of type 1 diabetes research with a global network of partner charities all focused on an international research programme to find cures, better treatments and prevention for type 1 diabetes.

In 2021 we marked the centenary of the ground-breaking discovery of insulin. Together we celebrated this triumph of international research collaboration that has saved millions of lives. However, we will not stop until we have improved the lives of everyone affected by type 1 and developed cures for the condition.

In the last year we have driven extraordinary scientific leaps to provide better, safer, accessible treatments and move towards a cure for type 1. Thanks to our research, the immunotherapy teplizumab, which can delay type 1 by three years, may soon become the first licensed therapy to modify the condition. The research we have funded is now resulting in treatments becoming available through the NHS. NHS England's pilot of the hybrid closed loop artificial pancreas, a technological advance under-pinned by the research we funded, will help lift the burden of living with type 1 diabetes.

This year our fundraising events, including our flagship One Walk, have relaunched in person. We were delighted to see the type 1 community out in full force. Moving forward we will be offering a hybrid mixture of virtual and in-person events to as many people as possible. The last two years have been the hardest in our history. We had to cancel fundraising activities, but our staff and volunteers were quick to act, innovative and brave and not only did we exceed our income expectations last year, but we also delivered with pride and integrity on our mission.

Our new Director of Fundraising will be joining a focused, agile, creative team that moves quickly to seize income opportunities. We are in the process of implementing a new supporter database; our new Director will work in partnership with the senior leadership team to maximise the long-term benefits of our new supporter care system. We have many wonderful, generous supporters and we need someone who can offer excellent stewardship to our major donors.

We are looking for an enterprising, ambitious and experienced leader with a strong record of accomplishment of leading teams to grow sustainable income, to join a high performing senior management team. You will embrace our values of a collaborative approach, being determined and making change happen.

I hope that you are inspired to join us to deliver our vision of a world without type 1 diabetes. If you have the skills, experience, and drive to help lead us through the next stage of our journey, we would love to hear from you.

Karen Addington, Chief Executive



JDRF is the type 1 diabetes charity, improving lives until we find the cure. We fund research to cure, treat and prevent type 1 diabetes. We also provide information for children and adults living with the condition at all stages, from diagnosis and beyond. We give a voice to people with type 1 diabetes and campaign for increased focus on, and funding for, research to find the cure.

We want our employees to be committed and prepared to go the extra mile to assist us in finding the cure for type 1.

Our research

We fund research that will cure, treat and prevent type 1 diabetes and its complications.

Our global programme funds more than **500 active research projects** around the world and supports more than **70 clinical trials** at any one time. Internationally, JDRF has invested more than **£1.5 billion in research** to date. We focus on investing in research that will transform the lives of people with type 1 diabetes – improving treatments today until we find a cure.

This mission cannot be carried out in isolation, so we work with partner organisations to make sure we can change life with type 1 diabetes for the better as quickly as possible.

For more information on our impact please click here: [Our Impact 2021 - JDRF](#)

Our strategy

JDRF's vision is a world without type 1 diabetes

To achieve our mission of eradicating type 1 diabetes and its effects for people in the UK we:

- drive research to cure, treat and prevent type 1
- accelerate access to type 1 treatment technologies and medicines
- support people living with type 1

Through our international JDRF network, our funding of UK researchers, our advocacy work with the NHS and the support we provide to people with type 1, we know that we can push new boundaries and generate unprecedented progress in the next few years to prevent, treat and ultimately find cures for type 1 diabetes.

For more information on our strategy please click here: [Our Strategy - JDRF](#)

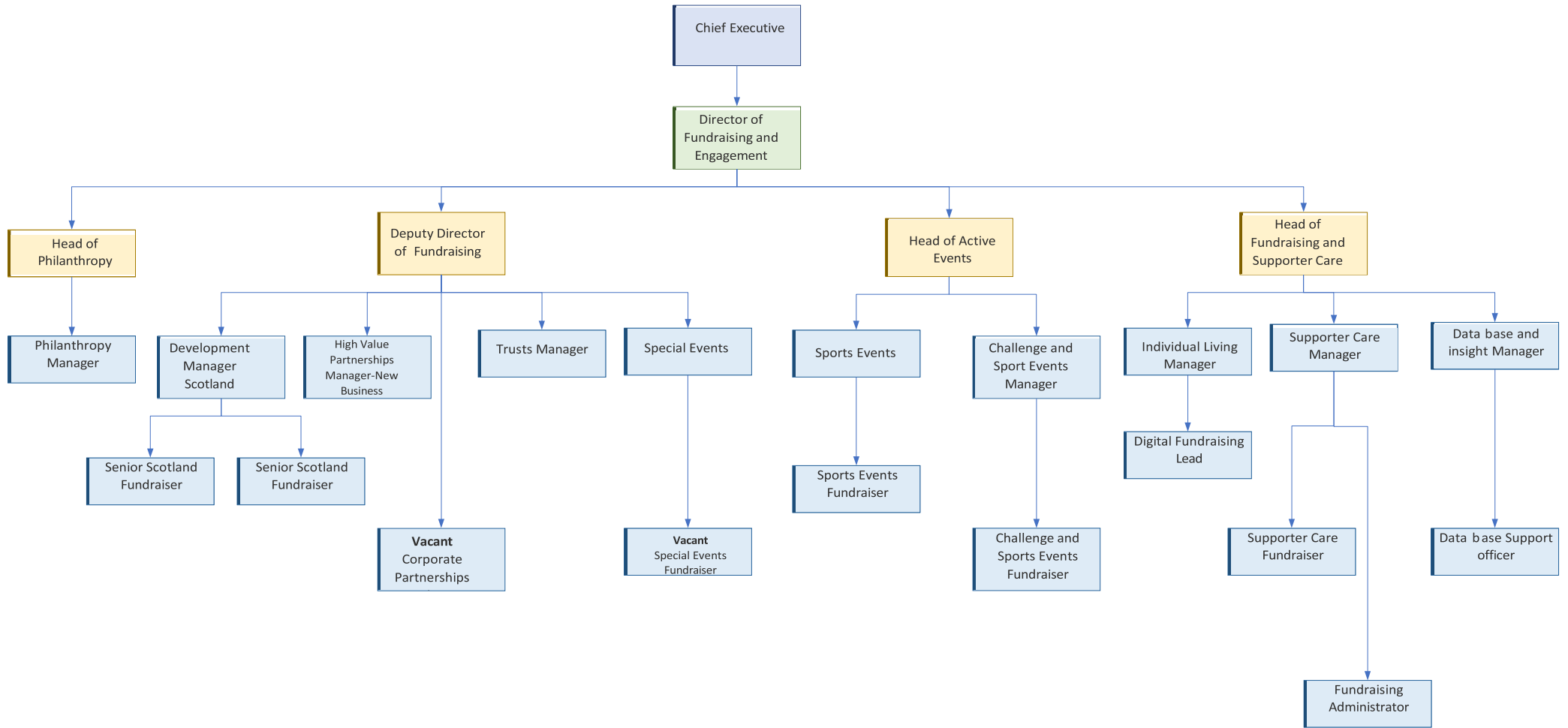
Directorate and team

The fundraising team are predominately based in the head office in London, although, with hybrid working, we are able to recruit from across the country should the role allow for it. For example, we have an active Events Manager in Leeds and a team based Scotland, covering a range of fundraising streams, currently managed by the Deputy Director of Fundraising.

The Executive Team who you will work closely with to drive the strategic direction of the organisation are an ambitious, agile, passionate group. Consisting of:

- CEO
- Director of People and Operations
- Director of Finance and IT
- Director of Research Partnerships
- Director of Policy and Communications.

Organisational Chart



Job description

Job title:	Director of Fundraising
Reports to:	Chief Executive
Director reports:	Deputy Director of Fundraising Head of Active Events Head of Individual Giving and Supporter Care Head of Philanthropy
Key internal relationships:	Senior Management Team Fundraising Management Team JDRF Chair and Vice Chair Board Directors Head of Finance
Key external relationships:	Senior Executives of Companies Major Donors Trusts Senior fundraising colleagues in other JDRF affiliate countries

Purpose of the role

- To provide vision and leadership in developing and implementing JDRF's fundraising strategy.
- To lead the fundraising team to raise more than £8 million year on year.
- To support the Type 1 Grand Challenge from a fundraising/stewardship perspective.
- Secure future big (£1million +), year on year gifts.
- To be externally focused on new business opportunities, initiatives and personally develop and steward key donor relationships.
- To be an ambassador for JDRF and type 1 diabetes at internal and external events and conferences.
- To be responsible for increasing income to meet or exceed the targets within the three-year strategic plan.
- To review and monitor all JDRF fundraising streams ensuring they continue to deliver agreed levels of return on investment for JDRF.
- To inspire and motivate all JDRF fundraisers.
- To develop and sustain a culture of achievement and accountability.
- To manage performance within the fundraising department, manage risk and identify contingency plans.
- To contribute as a member of the senior management team to the overall direction of JDRF and to all its activities.

Key tasks

- To deliver plans for increasing income over the next three years.
- To seize and understand new funding opportunities in the new and changing external environment ensuring that the team is outward-looking and driven to take advantage of new opportunities.
- To represent JDRF externally to attract financial support for the work of the charity.
- To focus our key corporate partnerships at a strategic, higher-value level.
- To work with the Fundraising Management Team to develop and deliver excellent stewardship plans for all key group donors and potential donors.
- To represent the interests of JDRF UK with colleagues in the US and other international affiliates and to develop strong working relationships with relevant international colleagues to develop strategic and operational international fundraising opportunities.
- To share and seek best practice and success with colleagues in other international affiliates and travel internationally to attend conferences and meetings as required.
- To represent JDRF fundraising to the JDRF Board of Directors.
- To work as a member of the Senior Management Team to lead the organisation.
- To work with colleagues on SMT (Senior Management Team) to develop the organisational strategy and plans and represent those plans to the fundraising department.
- To monitor and collate the fundraising objectives and budgets and report on performance against income and expenditure monthly to the Chief Executive and to manage the Fundraising Management Team to set quarterly income and expenditure forecasts.
- To ensure that the resources that underpin the fundraising undertaken by the department, including financial investment, are secured and maintained by working closely with the Director of Finance and IT during planning and budgeting periods.
- To ensure that all fundraisers work cooperatively across fundraising streams to maximise all opportunities for income and to share contacts, cross sell fundraising products and promote an organisational joint approach to income budgets across the charity.
- To develop and manage the Fundraising Management Team including staff recruitment, development, training, monthly team meetings and annual appraisals.
- To develop and implement the digital fundraising expansion programme.
- To ensure all fundraising activities are monitored and comply with the IoF (Institute of Fundraising) Codes of Practice and the Fundraising Regulator.
- Undertake horizon scanning for new fundraising opportunities and ensure that JDRF can implement innovative ideas and functions.
- To undertake high-quality report and letter writing to the board and key donors as and when required.
- To deputise for the Chief Executive and other Senior Management Team colleagues as appropriate.



Knowledge and experience

Essential

- A proven record of accomplishment of successful fundraising at a senior level
- Demonstrable experience of leading and managing a fundraising team to achieve success
- Experience of a broad range of fundraising techniques
- Demonstrable experience of successful major donor development and stewardship
- Demonstrable experience of delivering an income generation strategy
- Experience of presenting fundraising ideas at Board level
- Demonstrable experience of building relationships with corporate supporters and major donors.
- Demonstrate a thorough knowledge of charity law and fundraising practice, including tax-effective giving and GDPR

Desirable

- A proven track record of successful fundraising at director level
- Experience of working with Board Directors/Trustees
- Experience of managing fundraising within an international organisation and transferring opportunities across national markets
- Experience of delivering strategies for the recruitment and development of individual donors
- Experience of implementing successful legacy marketing
- Experience of managing an income budget of over £8m.
- Recognised fundraising qualification
- Member of the Institute of Fundraising
- Specific knowledge of one or more relational databases (Donorfy would be an advantage).

Skills and abilities

Essential

- Ability to think and plan strategically
- Excellent communication skills in report writing, and negotiation
- Excellent presentation skills
- Skilled at developing and maintaining internal and external working relationships at a senior level
- Strong networking skills
- Proven ability of managing performance
- Excellent project management skills
- Ability to understand and maximise the value of all expenditure.
- A confident communicator with strong persuasive skills both verbal and written.
- Innovative and creative, able to identify and act upon new opportunities

Desirable

- Excellent strategic business planning skills including risk analysis and the preparation of business cases.

Personal values and behaviours

Essential

- Targets and results oriented
- Proactive, and able to work on their own initiative as well as part of a team
- Inspirational to both internal staff and external supporters
- Thorough knowledge of charity law and fundraising practice, including tax-effective giving and GDPR.
- Values driven and committed to JDRF's values and mission.
- An inspirational and inclusive leader who can motivate and inspire confidence in their teams, the wider JDRF staff and external supporters.
- Targets and results oriented driven to achieve success with the ability to action strategies into realistic plans.
- Innovative and creative, able to identify and harness new opportunities and translate these into action.
- Proactive, and able to work on their own initiative as well as part of a team

Other

Essential

- Flexibility and willingness to travel both in the UK and internationally and to work some unsocial hours.

Desirable

- Knowledge of type 1 diabetes and type 1 diabetes research
- Experience of managing ethical fundraising issues.



Terms of appointment & How to apply

Contract type:	Permanent.
Hours:	Full time / 35 hours per week - JDRF operates a flexible working hours policy.
Location:	Hybrid working; part head office-based Islington EC1V, part home based. The post holder will be expected to be able to get into the London office for meetings.
Salary:	£80,000.
Pension:	4% contribution rising with length of service.
Holiday:	25 days annual leave increasing to 30 with length of service.

Equal opportunities

JDRF is an equal opportunity employer and does not discriminate against employees for job applications on the basis of race, sexual orientation, religion, colour, sex, age, national origin, disability or any other status or condition protected by applicable law. This policy extends to but is not limited to recruitment, selection, remuneration, benefits, promotion, training, transfer and termination.

We hope you will consider making an application. If having read through the candidate brief you have any questions about the appointment, please contact Hannah.Chapman@starfishsearch.com or juliet.brown@starfishsearch.com.

To make an application please go to: <https://starfishsearch.com/jobs/jdrf-dir-fund/> and click on the apply now button, with the following prepared:

- Your CV (no more than three sides).
- A supporting statement (no more than two sides) that sets out why you think this role is the right move for you and how you meet the experience and knowledge criteria with a focus on the bullet points that are in bold.

We would also be grateful if you would also complete the Equality and Diversity monitoring form on the online application process. This form is for monitoring purposes only and is not treated as part of your application.

Closing date:	30th September 2022
Longlist agreed:	w/c 10th October 2022
Interviews with JDRF:	Tuesday 11th and Thursday 13th October

*JDRF is a registered charity No. 295716 (England and Wales) and SC040123 (Scotland)
Raising funds for research to find a cure for type 1 diabetes. www.jdrf.org.uk*