

THE
CIRCLE

Appointment of

HEAD OF PHILANTHROPY AND PARTNERSHIPS



GLOBAL FEMINISM IN SOLIDARITY AND ACTION.

In partnership with

quarter5
fundraising recruitment



About The Circle

The Circle NGO is a unique and dynamic organisation which brings global feminists together to fight for the safety and equality of marginalised and vulnerable women around the world.

Founded by singer-songwriter and activist, Annie Lennox, The Circle is a space for creative ideas, connections and the opportunity to make change. From small beginnings in 2008, we have grown into an independent network of women and allies from all walks of life who are bonded by the desire to live in a world where women and girls' equal rights and equal opportunities.

Our Vision A future where there is safety for all women and girls.

Our Mission To economically empower and end violence against marginalised and vulnerable women across the world by building a network of Global Feminist changemakers who fund, advocate, and amplify.



Job Purpose

This is an exciting time to join The Circle. The organisation has a new 5-year strategic plan and is looking for an ambitious, experienced and innovative Head of Philanthropy and Partnerships who can join our small but growing team supporting in taking the organisation to the next level to reach ambitious fundraising targets.

There is potential for a number of income streams to grow, particularly major donors, corporates, trusts & foundations, and special initiatives such as auctions. You will understand how a charitable organisation with different income streams works, have a passion for global women's rights and most importantly, deliver the right combination of high-level strategic insight, whilst being hands-on and propositional to drive our growth.

Existing funders include a mix of trusts and foundations, HNWLs and corporate partners (including TikTok, L'Oréal Foundation, Universal Music and Movement for Good). There is significant potential with HNWL audiences, alongside sectors such as the music industry, legal professions, and an interest in exploring diaspora fundraising.

We are a small, friendly, dynamic team and are looking for colleague with energy and ability to build warm, long-lasting relationships with our partners, members and supporters - focusing on new business activity to support our ambitious plans.



Head of Philanthropy and Partnerships

Salary: £55,000 - £60,000

dependent on experience

Contract: 2-year contract, with view to extend to permanent

Hours: Full-time, flexible working options, open to 4dpw - please discuss

Location: Home based, flexible location (UK), within reasonable commuting distance/ability to travel to London at least twice a month and regularly for events.

Reporting to: Chief Executive Officer

The Head of Philanthropy and Partnerships will lead and deliver the fundraising strategy and play a key role in the new senior leadership team. This role will deliver the right combination of high-level strategic insight, whilst being hands-on and propositional to drive our growth.

Your initial focus will be relationship fundraising opportunities, driving income and donor engagement via major donors, corporates and special events/initiatives, with a focus on new business activity.

The Circle benefits from a number of well-connected supporters who recognise the value their networks can add and facilitate introductions. A number of these members also give in a personal capacity as major donors.

Over the long term, you will be supported to diversify into other income streams as the organisation continues to develop, focusing on income growth and diversification alongside opportunities to increase unrestricted funding.



THE CIRCLE IS AN EVER EXPANDING GROUP OF
PASSIONATE WOMEN AND ALLIES.

TOGETHER WE HAVE DONE SOME AMAZING THINGS AND, IN THE TRUE NATURE OF A CIRCLE, IT CAN ONLY EXPAND AND RADIATE OUT FURTHER. MEMBERS ARE SOLUTION FOCUSED AND WE USE THIS TO DRIVE THE URGENT CHANGE THAT IS NEEDED.



Livia Firth, Co-Founder & Ambassador

Key Responsibilities

- Act as a key member of SLT, reporting to the CEO and working closely with associated peers to deliver and achieve the organisational strategy.
- Lead The Circle's major gift fundraising, with a focus on major donors, corporate partnerships and trusts & foundations.
- Drive new business activity - identifying opportunities for partnership/support from a variety of high value sources.
- Maximise opportunities via the network of The Circle's board and membership, identifying opportunities for support/introductions to establish new relationships.
- Develop new cases for support, especially for core funding and building on existing propositions such as A Living Wage for Garment Workers.
- Identify opportunities for special events/initiatives which could also act as cultivation events for new supporters.

About You

- An experienced, dynamic relationship fundraiser, ideally with high value/philanthropy fundraising expertise and/or a corporate fundraising background, with ambitions to develop in a broader relationship focused fundraising position.
- Demonstrable expertise in new business, securing five-figure donations from HNWLs/corporate partners/T&F (six-figure experience desirable).
- A strategic doer who strikes the balance between leadership, tactics and being hands-on as required.
- Self-motivated with demonstrable ability to take the initiative and drive activity - The Circle is a small organisation, and the team all work remotely.
- A background in international development and/or women's rights.
- Knowledge of partnership agreements and due diligence processes.
- Events/special initiatives expertise desirable.



Our project with The Circle is a great opportunity for us to strengthen women workers and survivors in the garment industry through awareness raising, advocacy and psychosocial support.

We should speak out fearlessly by coming forward to build a women's working activist network across the world.

*Padmini Weerasuriya is the Director
of the Women's Centre Sri Lanka*




Employee Benefits

Employee benefits include:

- 25 days annual leave plus bank holidays and Christmas office closure
- Pension scheme
- Enhanced maternity and paternity leave

How to apply

The Circle are partnering with Naomi Carruthers at QuarterFive Fundraising Recruitment for this appointment. For a confidential discussion of this role and to make an application, please get in touch:

 naomi@quarterfive.co.uk

 07538 576637

The deadline for applications is Tuesday 21st November 2023. Application is by CV and cover letter. Cover letters should not be more than 2 pages, detailing how your experience meets the key essential criteria. CVs should be max. 3 pages.

Accessibility

If you require access to this document in alternate formats, or any other adjustments, please contact Naomi Carruthers by email naomi@quarterfive.co.uk or call 07538 576637.

Equality, Diversity and Inclusion

QuarterFive and our clients know fundraising could better reflect the diverse backgrounds and experiences of the people the charity sector supports. If you think you meet some of the criteria for a role and would like to discuss how your other experience might transfer, please ask us for a chat. We're here to support you. Appointments will be made on merit alone and we will gladly make reasonable adjustments to always ensure a fair process. QuarterFive's Equality, Diversity and Inclusion Policy can be found [here](#).

The Circle is strongly committed to increasing the diversity of our team. As a global feminist organisation, we particularly encourage candidates from under-represented communities.





This job pack has been created by QuarterFive, in collaboration with The Circle.

QuarterFive Fundraising Recruitment is a specialist agency for charities and fundraisers. We provide clients with access to the best fundraising talent in the sector, and offer candidates expert support in securing their next fundraising role.

