

eikon

Major Relationships Lead Applicant Pack



In partnership with

quarter5



“ YOU'RE NOT
alone ”

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About The Eikon Charity

The Eikon Charity helps children and young people in Surrey to feel and be safe, heard, and supported. We listen, talk, and help them build the skills and confidence they need to thrive. And we work with families and professionals to make sure that everyone gets the support they need.

Our Vision

For all children and young people in Surrey to be safe and to thrive.

Our mission

To enable and support children and young people to have the wellbeing and resilience they need.

Everything we do is guided by our values

We elevate and amplify the voices of children & young people.

The needs of young people guide everything we do, shaping every decision and action we take.

We act with compassion.

We empathise with the pressures of modern life and feel compelled to help without judgement.

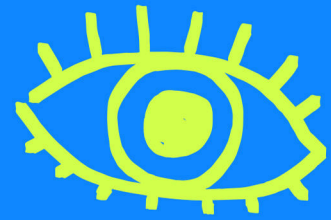
We work together.

Partnering with parents, carers, schools, policymakers, and young people themselves helps us all to succeed.

We take responsibility.

We recognise our part to play in the future of children & young people, and we hold ourselves accountable for their success.

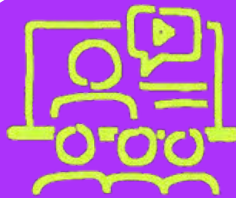




Our year at a glance



19,180
children and
young people were
empowered



1,988
adults were
enabled



We were there for
2,256
children and
young people

We asked children and young people directly what they thought. Here's what they said ...

96%



Agreed that
'Eikon gave me the
support I needed
at the right time'.



97%



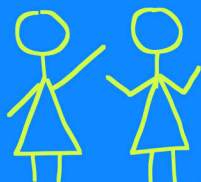
Agreed that
'The support Eikon
gave me improved
my situation'.



99%



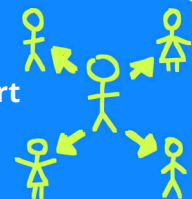
Agreed that
'I would recommend
Eikon to a friend
who needed
support'.



94%



Agreed that
'I know which support
networks are
available to support
me in the future'.



Major Relationships Lead

This is a wonderful opportunity to lead and shape a successful and growing area of our fundraising.

The Eikon Charity's pioneering work with children and young people has led to growth in income and greater influence across the region and beyond. With plans for a capital appeal and ambitious income growth targets, Eikon aims to expand its major donor programme, leveraging its strong foundation to achieve £500k annually and beyond.

We are seeking a strategic and collaborative philanthropy expert to build on this momentum by engaging current and new donors, working with colleagues across Eikon - including the Chief Executive, who is highly engaged with major donor fundraising - to ensure supporters are engaged thoughtfully and effectively.

Fundraising at Eikon

Diverse fundraising activities underpin our work with children and young people. Key voluntary funding streams include individual donations, legacies, corporate partnerships, grants from trusts and foundations, and community fundraising.

This income enables us to deliver our counselling, youth groups, and school transition programmes, helping young people build resilience and navigate challenges. By maintaining strong relationships with donors and engaging local communities, we ensure our vital services remain accessible to those who need them most.

Major Donors

Giving from major donors has been fundamental to our ability to be there for children, and to inspire change for them. Eikon's major donor fundraising focuses on securing gifts of £5,000 and above, with our largest single gift to date being £50,000.

Approximately 80% of major donor income is unrestricted, allowing flexibility to fund initiatives like the Mindworks programme, a unique and nationally recognised preventative mental health model. This success has attracted the attention of NHS England, The King's Fund, and other influential stakeholders, highlighting the impact of Eikon's work and inspiring donors to contribute.

Eikon's major donor base includes longstanding supporters and newer relationships with HNWI's, including professionals in The City. Tailored donor engagement and strategic leadership from the CEO have been instrumental in cultivating these relationships.



Role details

Job Title	Major Relationships Lead
Team	Engagement
Responsible to	Head of Engagement
Responsible for	Major Relationships Officer (to be recruited by postholder)
Salary	£50,000 - £55,000
Contract	Permanent / Full-time / Open to part-time (min. 30 hours) / Open to compressed hours
Location	Hybrid, with time spent in New Haw, Surrey office (some travel required to a variety of locations across Surrey and the southeast)

Main responsibilities

Develop and Deliver Strategy: Lead the planning, implementation, and reporting for major donor fundraising to achieve and grow income targets.

Grow Major Donor Income: Build on a £300,000 annual income, focusing on securing multi-year pledges and transformational gifts.

Lead and Inspire: Manage and support the major donor team, including recruiting and developing the new Major Relationships Officer.

Tailored Donor Engagement: Create personalised plans for major donors to connect them with Eikon's mission and impact.

Case for Support: Develop compelling cases to inspire and engage donors in meaningful ways.

Build Relationships: Cultivate and manage relationships with donors, trustees, and senior stakeholders to embed major donor fundraising within the organisation.

Stewardship and Reporting: Deliver engaging updates and reports to demonstrate donor impact and encourage future support.

Prospect Research: Identify and research potential donors, building a strong pipeline for future growth.

Compliance and Best Practice: Ensure activities adhere to policies, regulations, and data protection standards, maintaining accurate CRM records.

Represent Eikon: Act as an ambassador to inspire support and raise awareness of the charity's work.

Support Culture and Values: Promote Eikon's commitment to diversity, inclusion, and a positive working environment.

About you

Proven Expertise: A successful track record in major donor fundraising, securing significant gifts and building lasting relationships.

Strategic Thinker: Skilled in developing and delivering strategies to achieve income growth.

Exceptional Communicator: Able to create compelling proposals and donor communications.

Relationship Builder: Confident in engaging with high-net-worth individuals, trustees, and senior stakeholders.

Leadership Experience: Experience managing and motivating teams to deliver results.

Organisational Skills: Strong time management and ability to handle multiple priorities effectively.

Collaborative Approach: Comfortable working with senior leadership to align donor activity with organisational goals.

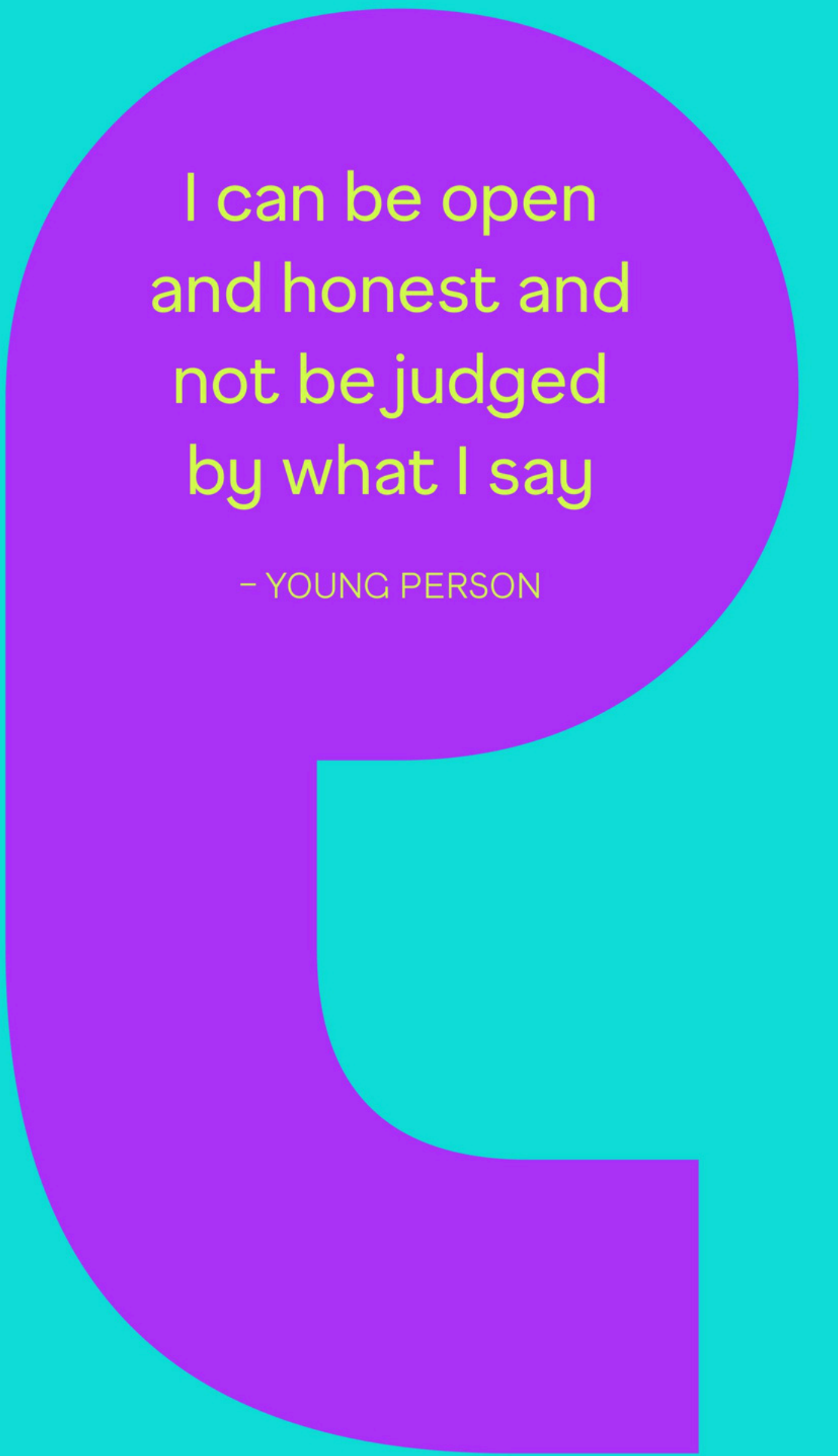
Passion for Eikon's Mission: Committed to supporting children and young people, aligned with Eikon's values.

Commitment to inclusivity: Committed to fairness, respect, equality, diversity, inclusion and engagement, helping us to build a truly inclusive culture.

Knowledge of Best Practices: Familiarity with fundraising regulations and CRM systems (e.g., Donorfy).

Flexibility and Commitment: Willing to adjust work hours to meet donor and organisational needs.





I can be open
and honest and
not be judged
by what I say

- YOUNG PERSON

Working at Eikon

Our culture

We recognise our collective strength and champion the power of individuals. Our teams are amazing and inspire people every day. We work hard to create an environment where all of our staff and volunteers feel comfortable to bring their whole selves to work.

Diversity enriches us and improves the support we give children and young people. The work we do creates change to be celebrated, rewarding moments, and outcomes to be proud of every day. It can also bring professional and personal challenges to each of us.

We support each other to share our moments of success, do the best we can for children and young people, ensure everyone enjoys their work, and support our colleagues when they need it.

Employee benefits

Benefits include:

- 25 days annual leave plus bank holidays (pro rata for part-time staff)
- 3% employer/5% employee pension contribution
- Enhanced sick leave & pay
- Employee Assistance programme
- Cycle to Work scheme



Apply

We are partnering with **Joe Blythe** at **QuarterFive** for this appointment.

For a confidential discussion of this role and support with your application, please contact Joe using the details below, ideally sending a copy of your latest CV.

 [**joeb@quarterfive.co.uk**](mailto:joeb@quarterfive.co.uk)

 **07507 789143**

The deadline for applications is **Wednesday 22nd January 2025**.

If you have any specific requirements that would enable you to participate in the recruitment process more fully, particularly if these relate to a disability or access issue, please contact [**joeb@quarterfive.co.uk**](mailto:joeb@quarterfive.co.uk) as soon as possible. If you require the job pack in a different format, please get in touch and they will happily provide you with one.

QuarterFive: 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](#).

Ollie's story

– supported by Samena, Youth Support Practitioner

Samena has always been there, running weekly young carers lunch clubs, trips and activities, as well as free lunches once a term. I've also had one-to-one support from her to help me with my mental health and coping mechanisms.

Thanks to her support, I've been given a range of opportunities to distract me from my worries at home. These chances have led to even greater things. I'm one of nearly 40 Anti-Bullying

Ambassadors at my school, and we're all trained by the Diana Award, through Samena. I have the incredible opportunity to lead them, alongside my new role as one of 10 members of the National Anti-Bullying Youth Board, representing over 40,000 ambassadors across the country.

Samena and Eikon have been with me every step of the way, through thick and thin. I couldn't be more thankful for the endless support that she has provided me and the opportunities I've been given as a result.



THEY TAUGHT
ME HOW TO

cope





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

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