



Regional Relationship Manager – West & Central Midlands

The Fundraising and Marketing Directorate raises over £15m, but we need to grow income significantly over the next five years to fund the life changing scientific breakthroughs in blood cancer research.

The Regional Relations Team will play a pivotal role in this income growth and the Regional Relationships Manager role will be responsible for significantly growing income across West & Central Midlands.

Bloodwise can offer you flexible working and the advantage of working from home. This is a home-based role and you will be expected to travel across your regional area; therefore, you must be able to drive and have access to a vehicle insured for business use.

You can apply for this exciting opportunity by sending us your cv and cover letter by:

9.00am on Monday 2nd September 2019

If successful in reaching the interview stage, you can expect the following:

Telephone interview (estimated w/c 2 September)

Face to face interview (estimated w/c 16th or w/c 23rd September in a venue in Birmingham)

Due to the importance of this role, all applications will be reviewed on immediate receipt so we reserve the right to bring the closing date forward at our discretion should we find a suitable candidate.



Bloodwise values diversity and is an equal opportunities employer



ABOUT US

We are Bloodwise, and we want to change the world for all blood cancer patients. Every year we stop more people dying of blood cancer and our researchers are even working to stop people developing blood cancer in the first place.

We're the UK's specialist blood cancer charity and our vision is clear: we're here to beat blood cancer and we've been working to do this since 1960.

We fund world-class research; provide information and support to patients and their loved ones; and raise awareness of blood cancer. Since 1960 we have invested more than £500 million in blood cancer research in the UK. Where we've invested, survival rates and quality of life have improved.

We're proud to say that UK blood cancer research leads the world, thanks to the money we've been able to invest because of our supporters and fundraising. But we still have so much more to do: blood cancer is the 5th most common cancer and sadly it is the 3rd biggest cancer killer in the UK claiming more lives than either breast or prostate cancer.

We improve the lives of blood cancer patients with cancers such as leukaemia, lymphoma and myeloma because we believe everyone should be able to live their life to the full. We've been working to beat blood cancer for over 50 years and we won't stop until we do. Be a part of our story and help us change the world.

JOB DESCRIPTION AND PERSON SPECIFICATION

Role	Regional Relationships Manager – West and Central Midlands	Location	Homebased – West and Central Midlands
Contract Type	Permanent	Contract Length	N/A
Salary	From £30K pa (dependent on experience)	Intended start date	September 2019

CONTEXT

This is an exciting time to be joining Bloodwise. Our new CEO has already brought new energy, insight and ideas to the organisation and there is a real buzz as we look to the future building on all the great work that has gone before.

The Fundraising and Marketing Directorate raises over £15m, but we need to grow income significantly over the next five years to fund the life changing scientific breakthroughs in blood cancer research. The Regional Relationships & Supporter Relations Team will play a pivotal role in this income growth and the Regional Relationships Manager role will be responsible for significantly growing income across West and Central Midlands.

This is a new role within a dynamic and energetic team which will work closely with the Lead Regional Relationships Manager to help implement a programme of change to galvanise the huge potential of our supporters in these areas and help us make the step change in income to drive the research discoveries which will save lives.

We offer a supportive working environment with lots of potential for learning and development.

KEY RELATIONSHIPS

Reports to	Lead Regional Relationship Manager
Line management responsibilities	N/A
Key relationships	<p>Internal contacts: Fundraising & Marketing department, Insight & CRM, Research & Policy Communications & Information & Patient Support Services</p> <p>External contacts: Bloodwise’s current Supporters, potential Supporters, Fundraising Volunteers and senior external audiences</p>

MAIN RESPONSIBILITIES

- To work with the Lead Regional Relationship Manager to devise and implement a Regional Relationships Strategy for the region and accompanying plans and budgets to deliver growing net income in line with wider Public Fundraising & Individual Giving Strategy.
- To lead on growing the number of Regional supporters and maximise all the ways they can help the charity by building positive and sustainable relationships with them across their region.
- To work collaboratively with colleagues in the Fundraising & Marketing Team and the wider organisation to help drive organisational development and deliver the strategy.
- To engage Regional supporters across region in helping build the Bloodwise brand and deliver key organisational messages.
- Contribute to future direction of the overall Volunteering Strategy at Bloodwise.
- Monitor and manage the region's budget within remit on a monthly, quarterly and annual basis, including proposing effective corrective action and activities when performance is not on track and developing business cases for investment when necessary.
- Build internal relationships at all levels to ensure the work of the Regional Relationships team is understood and actively supported by other teams and ensure that you work actively with other colleagues and wider organisational goals.
- Ensure that organisationally we are maximising our interactions most effectively for the greatest return.
- To maintain an expert knowledge of best practice and trends in Regional Relationships Fundraising including networking within the charity sector as appropriate.
- Representing Bloodwise with a range of senior external audiences supporting the delivery of Bloodwise's vision and ensuring that the charities profile and reputation are enhanced.
- To ensure all team activities within Regional Relationships within the region comply with charity fundraising law and regulations and adhere to Bloodwise's compliance standards.

General Responsibilities:

- Carry out any other duties as appropriate, directed by the Lead Regional Relationships Manager

THINGS WE ALL DO

- Promote Bloodwise’s vision, mission and core values (Connected, United, Respect, Excellence).
- Attend and assist at Bloodwise events and activities as required (NB this involves evening and weekend work)
- Be an effective ambassador for Bloodwise at any activity you attend
- Develop an in-depth understanding of our work
- Follow the principles of LEAN
- Do any other reasonable things your manager needs you to do

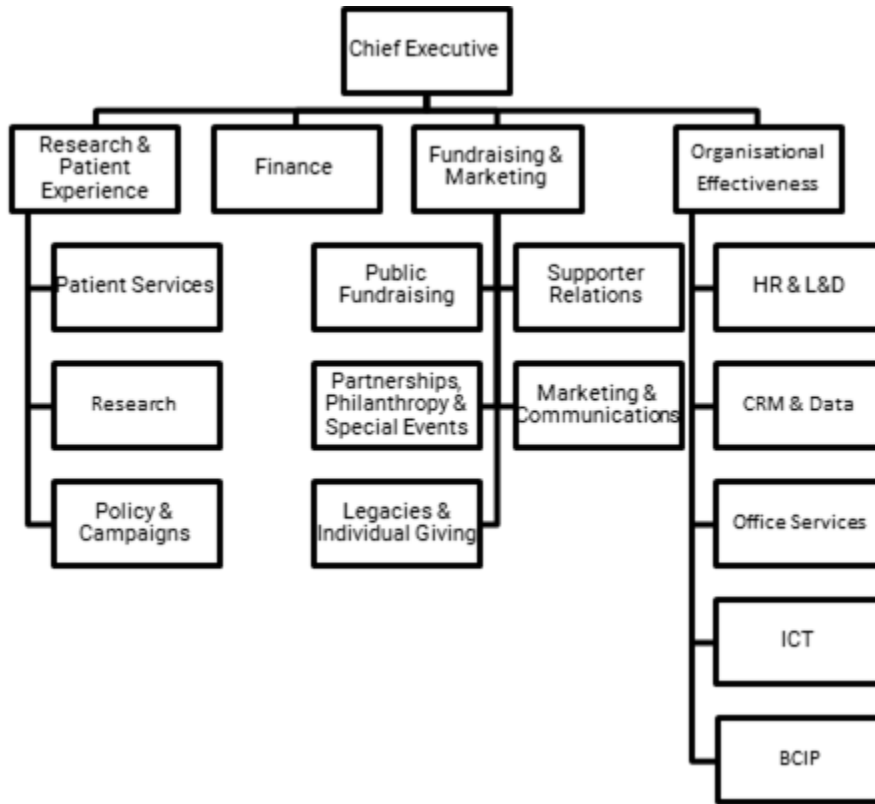
PERSON SPECIFICATION

Skills knowledge and experience
Essential
Experience in one or more of the following: community/Regional fundraising, mass participation product fundraising; treks/marathons/challenge event management, Regional corporate fundraising, student engagement
Experience of strategic planning and budget setting in the complex range of activities under Community/Regional and Events Fundraising, with a demonstrable track record of growing income
Experience of successfully developing and implementing supporter journeys to maximize net income, average gifts and repeat support
Proactive working knowledge of relationship management databases
Demonstrable experience of working with and presenting to supporters of all types (Chief Executive’s to event committees, individual runners etc.) to retain, grow and secure their long-term support
Experience of leading on delivering a variety of volunteering projects
Experience of managing conflicts and the ability to influence and successfully negotiate solutions at all levels
Knowledge and understanding of researching, developing and delivering customer journeys, ideally for volunteers
Knowledge of best practice and equality in volunteer management practice
Ability to analyse the performance and key trends of complex programmes and produce clear proposals for improvements and growth; and then effectively plan, implement and evaluate changes to deliver growth
Ability to build, manage and develop supplier and supporter relationships up to board level
Ability to take a flexible approach to managing a wide and varied workload, prioritising and delegating accordingly, ensuring achievement of targets within a fast paced and changing environment with tight deadlines
Creative and entrepreneurial skills with an innovative approach to work demonstrating an eagerness to source new ideas and perspectives to initiate actions which improve results and add value
Holds full UK driving license - Car owner/driver

Able to work frequent evenings and weekends as required by the Lead Regional Relationships Manager
Comes up with imaginative solutions to business situations and have the capacity to identify alternatives to traditional methods and approaches.
Ensures the successful achievement of results through the effective planning and management of resources, which are in line with the organisation's strategic direction.
Works collaboratively and shares information within and across the department as well as wider organisation.
Builds and maintains good working relationships with colleagues to foster team spirit, commitment to the team and achievement of shared goals.
Embraces a culture of continuous improvement
Knowledge of LEAN methodology is desirable
Excellent written and spoken English
Excellent analytical and numeracy skills
Proficient in use of Windows-based software packages, including Word, Excel, email and internet
A commitment to equal opportunities and diversity and the aims and values of Bloodwise

THE TEAM ORGANOGRAM

Now you have read about the role, to help you get a better feel of where it sits in Bloodwise here is a simplified organogram.



SHORTLISTING AND INTERVIEWS

Bloodwise is an equal opportunities employer and we are committed to ensuring all applications are treated fairly. All applications are subject to our shortlisting process; so if you're shortlisted we will contact you and invite you to attend an interview. We'll also tell you if there will be any skills tasks to complete as part of the recruitment process.

If you do not hear from us within 2 weeks after the closing date, your application has not been successful.

FOR FURTHER INFORMATION ABOUT US

See our website <https://bloodwise.org.uk/>

THE GOOD STUFF WORKING AT BLOODWISE

Apart from all the hard work we do, there are some really good benefits to working at Bloodwise:

<p>Annual Leave Entitlement is 25 days per year rising to 26 days after 2 years' service then 27 after 4 years' service; we will usually close the office between Christmas and New Year which our trustees gift as an additional holiday.</p>	<p>Personal Development Development is really important to us and there are a variety of options available to staff at Bloodwise.</p>
<p>Family leave We offer enhanced pay during maternity, paternity and shared parental leave.</p>	<p>Interest free season ticket loan We pay for the ticket and you repay the money out of your monthly salary.</p>
<p>Pension When you join us we'll automatically enrol you onto our pension scheme, which is run by Aegon. This can be increased through length of service.</p>	<p>Agile and flexible working We value results and outcomes and support this with an agile working policy, which is complemented by a flexi/core hours policy.</p>
<p>Employee Assistance Programme Offers support information, expert advice and specialist counselling to help you prepare for life's predictable milestones.</p>	<p>Ride2work scheme This allows you to obtain a new bike to use to ride to work. You can then repay it through your salary.</p>
<p>Life Assurance Although we don't like to think about it, should something happen to you while working for Bloodwise we have life assurance for staff.</p>	

OUR LOCATION

Our Head offices are located at [39-40 Eagle Street in Holborn, London WC1R 4TH](#); Holborn tube is the closest station, approximately 5 minutes from our offices.

