

Job Description:

Director, Individual Giving



General role information

Job Title:	Director, Individual Giving
Reporting to:	Vice President, Partnerships & Philanthropy
Career Level:	3
Salary Band:	19
Notice period:	3 months
Budget Responsibility?	Yes
Direct Reports?	Yes (1+)

About MSI

At MSI Reproductive Choices (MSI) we are unapologetically pro-choice. We believe that every woman has the right to make choices about her own body and her own future. As one of the world's leading providers of contraception and safe abortion care, we give women the means to do so. Our team members, working across 37 countries, provide high quality, safe services to women, when and where they need them. Because when a woman can determine her own future, she can contribute to creating a better, more sustainable future for everyone.

MSI Reproductive Choices is committed to creating an inclusive environment with a workforce which is representative of the communities we serve. We're proud to be an equal opportunities employer and give equal consideration to all qualified applicants without regard to race, ethnicity, religion, gender, gender identity or expression, sexual orientation, national origin, disability, or age. We are committed to promoting equality and safeguarding the welfare of all team members and clients, with a focus on vulnerable groups.

The department/team

The Partnerships & Philanthropy (P&P) team is a newly created function that brings together MSI's donor fund generation, relationship management, and project stewardship resources. The function is designed to secure the funding pipeline required to deliver MSI's ambitious 2030 strategy goals, and steward existing donor relationships and contract deliverables.

P&P handle approximately £150m of existing grants and contracts, maintain and develop the relationships underpinning these, and will generate c. £100m of additional funding via new relationships, with a focus on philanthropic, high net worth individuals (HNWI) and private giving, amongst other areas.

The role

The Director, Individual Giving is a new role, responsible for crafting, leading, and implementing a successful strategy to grow MSI's HNWI, individual giving, and smaller foundation income in non-US

All MSI job descriptions are subject to a language neutrality test prior to approval and we're always looking for new ways to make our recruitment process as fair and unbiased as we can. If you'd like to provide feedback on MSI's recruitment process, please do so via email to recruitment@mariestopes.org.

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markets, with an initial focus on the UK and Europe. This position is critical in the diversification of MSI's funding streams – a crucial aspect of our new organisational strategy.

The role requires an experienced, savvy and accomplished senior professional to create and implement a comprehensive strategy to attract private philanthropists to MSI. Demonstrable success will lead to increased internal investment in this team.

Key Responsibilities

The role will:

- Exponentially grow income generated from non-US private philanthropy activities – with a particular focus on HNWIs and smaller foundations initially, securing a minimum of £11m within this FTC.
- Develop and implement a private philanthropy strategy to ensure MSI meets overall income generating goals – including setting targets and indicators, tracking progress, analysing programme and campaign performance and summarising feedback to the Vice President, P&P.
- Provide thought leadership and bring rigour and innovation in MSI's fundraising approach, testing new strategies and concepts.
- Cultivate the development and management of a strong pipeline of funding, focusing on unrestricted or loosely restricted gifts, coordinating closely with prospect researchers and the broader P&P team.
- With HNWIs, develop a culture of relationship fundraising, peer networking and greater personal contact and solicitation – coaching, supporting and inspiring MSI colleagues to do the same.
- Create and implement tailored cultivation, solicitation, and stewardship plans to engage, retain and upgrade key donors.
- Ensure high-quality, segmented, communications within a targeted strategy - including digital marketing – with existing and new donors.
- Collaborate with MSI's Global Communications functions to develop and implement donor-centric communications that advance an individual giving programme.
- Liaise with, and leverage, the skills, experience, and knowledge of MSI US (our established US-based entity focussed on US HNWIs).
- Liaise closely with other sub-teams in P&P to share learning and best practice across the donor portfolio.
- Serve as a committed ambassador for MSI's mission.

Please note that you may also be required to carry out reasonable additional ad-hoc duties, at the request of your line manager.

Please read this document in conjunction with the Person Specification for the role.

Signature

By signing below, you indicate that you have read and agree to this job description.

Full name:

Signature:

Date:

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