



Partnerships & Philanthropy Manager

Hours: Part Time, 21 hours per week

Location: Hybrid but donor meetings in London are required

Salary: £44,000 - £48,000 FTE per annum for the right candidate

Benefits: 28 days annual leave + Bank Holidays + Birthday - day off and a great opportunity to develop your career in a growing Charity.

Pension: Workplace pension





About us:

The Institute of Imagination believes imagination is the superpower of the 21st Century.

Founded in 2011, our work has directly sparked creativity in over 120,000 children thanks to our founders and partners such as The LEGO Group, Disney, and the Paul Hamlyn Foundation. We create the space, tools, and opportunities for creativity to thrive. We do this by designing, delivering, and championing creative learning experiences across the arts, sciences, and digital technologies.

Children today face an uncertain future, especially marginalised children. The World Economic Forum states 65% of children entering primary school today will ultimately end up working in job types that don't yet exist using rapidly changing technologies to address new questions and emerging problems. The top three skills needed to be able to thrive in a more automated world are problem solving, critical thinking and creativity. We are failing to prepare children for this increasingly challenging future.

We believe every child should have the skills and aspiration to imagine and achieve their fullest potential. This is why we work with parents, teachers, educators, mentors and community leaders to transform the lives of 5-11 year-old children mainly from marginalized and underserved communities through our programmes, platforms and products.

About The Role:

Earlier this year, iOi launched a new £5 million fundraising campaign - Imagination: The Superpower of the 21st Century- to help us reach ½ million children to reimagine their futures. The money raised will help us scale up our work in the most deprived areas of London, as well as branch out regionally into identified areas such as Manchester and Birmingham. Alongside our Schools work, we are also excited to be creating community Hubs, where we can reach children not in the school education system. The Campaign's focus centers on our new Theory of Change, having worked with Trust Impact to ensure we have a clearly defined mission, vision and purpose, and we now have a central focus on ensuring that our work delivers the clearly defined impact on skills for the future of work.

And that's where you come in. If you are an experienced major gifts fundraiser who shares our passion and drive to make a lasting difference to the lives of 5-11 year olds, we'd like to hear from you. As Partnerships & Philanthropy Manager you will work closely with the Director of Development, Chief Executive, and senior volunteers to identify, cultivate and solicit prospective individual and corporate donors to the campaign. You will guide and support activity delivered by members of our engaged Leadership Council. You'll be committed to exceptional stewardship and will be inspired by the chance to show donors the impact of their support at first hand.

We're looking for someone with a demonstrable track record in securing philanthropic gifts at the 5 and 6 figure level and experience working with senior volunteers to grow networks and close gifts. You'll have outstanding relationship management and influencing skills and will be tenacious and entrepreneurial. You'll also be someone who enjoys working on all stages of the giving cycle; from prospect identification through to stewardship.



iOi is a small, friendly and collaborative team of 12. The Partnerships & Philanthropy Manager will join the Director of Development and the Fundraising Officer as frontline fundraisers.

With Corporate Partners including LEGO and Disney and an ambitious plan to increase our Corporate Partnerships offering significantly over the coming months and years, we're looking for someone inspired to develop far-reaching fundraising skills in a small and supportive environment, working directly with the Director of Development, and Trusts and foundations consultant. This role will provide a unique opportunity to be at the very heart of high-value fundraising, with senior colleagues to learn directly from.

We are eager to hear from people who are passionate about fundraising, and would encourage applications from individuals with transferable skills and lived experience of our beneficiaries.

Job Purpose – why do we need you?

To build and manage relationships with individual and corporate donors to the Institute of Imagination, with a particular focus on securing support for the charity's Imagination: The Superpower of the 21st Century Campaign. This is a new role with responsibility for working with members of the Institute of Imagination's Leadership Council to utilise their networks and support peer to peer fundraising.

Key responsibilities

- Secure philanthropic gifts in the 5 – 6 figure range from individual and corporate donors in support of iOi's work, and specifically towards the Campaign.
- Work with iOi Leadership council members to identify, cultivate and solicit members of their networks for gifts in support of the campaign.
- Contribute to the growth in iOi's donor pipeline through prospect research and the effective building of networks and relationships.
- With input from the Experience and Learning team, ensure donors receive timely and engaging stewardship and reporting.
- Contribute to the development of engaging case studies and campaign collateral, working with the Communications team and Experience & Learning team
- Ensure donor records are updated in a timely manner on the charity's Beacon database, and are managed in line with GDPR and iOi policies at all times.
- Contribute to the preparation of financial and activity reports for the iOi Board.

Person Specification

Essential Skills and Experience

- A demonstrable track record of personally cultivating and securing large gifts or partnerships from individuals and/or companies
- An experienced networker, with an ability to build high level relationships with a diverse range of stakeholders
- Significant experience of working with senior volunteers to grow networks and close gifts
- Demonstrable experience of devising and implementing cultivation and stewardship strategies
- Familiarity with corporate social responsibility and / or the wealth management and advisory sectors
- Experience of working to financial targets
- Outstanding written, verbal and presentation skills; meticulous attention to detail

Desirable Experience

- Experience of working on a fundraising campaign
- An understanding of the particular needs and political context of the primary education system
- An understanding of Trusts & Foundations

Personal Qualities

- Flexibility and a practical 'can do' approach
- Tenacious and motivated by achieving financial targets
- A strong and persuasive negotiator
- A strategic and creative thinker
- Positive, resilient and supportive

How to apply:

To apply, please send a CV to vacancies@ioi.london with the subject: Partnerships & Philanthropy Manager, including a short email introduction explaining why it is you would like to work for the iOi and your key skills and competencies for the role. There is no deadline for this role, we will be screening CVs on an on-going basis, so immediate applications are advised. If you require us to make any reasonable adjustments or need further information to help you with your application, please let us know.

We actively promote equality, diversity and inclusion. We match our needs with skills and experience of candidates, irrespective of age, disability (including hidden disabilities), gender, gender identity or gender reassignment, race, religion or belief, or sexual orientation.

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