



Head of Major Giving Candidate Pack

Do you want to make a real difference using your relationship management expertise to help transform the lives of isolated people in developing countries?

Overcoming isolation:

Our modern culture has never been more connected, but it is a disturbing fact that many people in the developing world continue to be isolated from the physical help and spiritual care they so desperately need. For remote communities impoverished by formidable physical barriers, the service MAF provides with their fleet of over 135 light aircraft is invaluable. We enable patients, relief workers, produce, medical supplies and Christian workers to be safely transported over mountains, forests, rivers, deserts and impassable roads, bringing transformational help and hope to places where **flying is not a luxury – it is a lifeline.**

Mission Aviation Fellowship (MAF) is a not-for-profit Christian organisation who fly light aircraft in developing countries to serve some of the world's most isolated people in need.

With the needs of isolated people being greater than ever, we want to grow our income in order to meet the increasing demand for our services worldwide.

We are now seeking a Head of Major Giving to lead our strategy to establish, maintain and develop successful long-term relationships with generous philanthropic individuals, trusts and institutional donors.

The ideal candidate will need exceptional relational and communication skills, compassion for the developing world, a proven track record of successfully leading a team to build relationships and the ability to grow income.

There is an occupational requirement for the job holder of this position to be a committed Christian.





ABOUT MAF

Mission Aviation Fellowship (MAF) is a unique Christian mission organisation using light aircraft to deliver help and hope across the developing world to transform the lives of the world's most isolated people in need. MAF flies to serve missions, churches, aid and development agencies and other national groups to share the love of God.

THE ROLE

This is a strategic time to join MAF UK. We have an experienced and determined team intent on lifting more isolated people from poverty. We are seeking transformational growth in major gift income.

The successful candidate will revitalise our strategy, harness and grow the expertise of the existing team and explore fresh and innovative approaches to create new relationships.

CRITICAL SUCCESS FACTORS:

Meet personal and team financial targets for capital and country programme work.

To continue to secure our most important relationships, whilst growing the next generation of major supporters with a passion for the ministry of MAF.

KEY RESPONSIBILITIES

- Inspire and lead the team to engage and enhance donor relationships with individuals, trusts and institutional donors and thus increase annual and multi-year income
- To further develop our strategy using innovative approaches to maximise major gift income from generous individuals, trusts and institutional donors.
- Manage and grow a portfolio of significant prospect and donor relationships (ensuring adherence to the GDPR).
- Represent the transforming ministry of MAF to donors and potential donors.
- Develop understanding of donors' motivations in order to be able to match with MAF's operational project and capital needs
- Building the team, maintaining the Christian ethos, participating and leading prayer meetings and devotions.
- Manage the department budget effectively to maximise net income in order to impact MAF operations overseas.
- Be a strategic and effective member of the Senior Leadership Team of MAF UK.

Person specification

This role requires an inspiring, ambitious and innovative individual who has the following **essential** skills and experience:

- Demonstrable success and significant experience of fundraising from generous individuals and trusts . Candidates with significant experience in a relationship management role may also be considered.
- Highly effective influencer and communicator at all staff and external donor levels. Able to build effective, collaborative and long term relationships internally and externally.
- Significant management experience leading a successful team to meet agreed targets and working at a strategic level.
- Able to demonstrate a participative leadership style, able to be decisive as well as being inclusive and empowering.
- Experience of working with other senior managers and various stakeholders translating vision into strategic priorities followed by successful implementation.
- Positive and persuasive individual who can handle complexity, conflicting priorities and difficult conversations.
- Demonstrable understanding of the provisions of GDPR legislation and the implications for fundraising.
- Committed and mature Christian, able to demonstrate understanding and acceptance of the Statement of Faith and willing to proactively take part in MAF events and meetings e.g. prayer meetings, away days etc. Able to describe these beliefs and values to others so as to represent MAF as a Christian mission organisation.

Desirable skills and experience:

- Experience working for a development charity.
- Experience of working in a medium sized organisation that can demonstrate a growth in income in this area.
- Knowledgeable and up to date with philanthropy in the UK and trends in the sector.
- Knowledge of Institute of Fundraising codes of practice, UK tax law, and data protection legislation.



EXPECTATIONS FOR SENIOR MANAGERS:

- To lead and manage team members to ensure objectives are met through support, performance management and development.
- To work collaboratively across departmental boundaries in various planning and project teams.
- To represent MAF at donor events both in and outside normal working hours and occasional weekend events.
- To keep the CEO informed of all relevant and timely information.
- To adhere to MAF's policies.
- To manage own priorities, workload and development.
- Overseas travel outside Europe will be expected as part of this role. Frequent travellers (i.e. more than 1 trip per year) will be required to attend a bi-annual medical.

Terms of appointment and recruitment process

Terms of Appointment

- Salary range £52-58,000 commensurate with experience
- Non-contributory pension of 10% of salary on joining
- Paid annual leave entitlement of 33 days including public holidays and days between Christmas and New Year when the office is closed
- This role is based at MAF UK's office in Folkestone, Kent. However some flexible working can be considered.
- Applicants must be UK citizens or hold a valid permanent work permit for the UK

Selection Process

- **Closing Date:** Monday, 21 January 2019
- The interview process will include a number of assessments, details available on request.
- The appointment will be made subject to satisfactory references and health clearance

Application Process

Applications should be emailed to:-

hr@maf-uk.org

Your application should comprise:

A covering letter of not more than one and a half pages outlining your motivation and relevant experience for the role. Please do mention your fit with the Christian faith and motivation we seek in this leader. Christian faith is an Occupational Requirement for this position.

- A full CV, including educational and professional qualifications, a full employment history showing the more significant positions, responsibilities held and relevant achievements.
- Daytime, evening and/or mobile telephone numbers (to be used with discretion).

Thank you for your interest in the work of MAF UK. Please do not hesitate to get in touch using the above email address should you have any questions regarding this appointment process.

For more information: **www.maf-uk.org**

MAF Vision

Our Vision is to see isolated people physically and spiritually transformed in the Name of Jesus Christ.

MAF Purpose

Our purpose is to share God's love through aviation and technology.

MAF UK Goal

We seek to make the mission and work of MAF well known to Christians in the UK, so that they are inspired to pray, encouraged to serve, and engaged to give, to sustain and to grow the life transforming ministry of MAF.

MAF Values

Impact

We value ministry that transforms lives and multiplies the effectiveness of those we serve, seizing opportunities to serve the living God in a fast-changing world.

Witness

We value Christ-like behaviour in the way we work and relate to one another and to those we serve. We have respect and care for all people and have compassion for those in need. We are sensitive to cultural differences and have a servant attitude.

Excellence

We value integrity, professionalism, safety and competence in all areas and believe that all our work should honour and glorify Christ.

Partnership

We value the strength and diversity that co-operation and collaboration bring and partner with those who share our beliefs and values.

Stewardship

We value the wise use of our resources and carefully balance the benefits of investments with the costs involved.

Care

We value the personal and spiritual wellbeing of our people. We respect, care and pray for one another.

