



Philanthropy Manager

Candidate Pack 2025

Valued.

Contents

Welcome	4
About Rosa	5
Why support?	6
Job Purpose	8
Terms of employment	10
How to apply	11

Job information pack

We hope that this pack will give you plenty of information before you apply. Our website www.rosauk.org will also give you lots of background on our organisation and our work.

We want anyone who believes they meet the Person Specification to feel comfortable and confident in applying for this role. It is our responsibility to make the application process accessible, and to give you the information you need to decide whether you are going to apply.



Welcome

Thank you very much for your interest in the role of Philanthropy Manager at Rosa. Join Rosa's Mission to Empower Women and Girls Across the UK.

Are you ready to make a powerful impact? Join our passionate team at Rosa – the UK's leading women and girls fund. We're a bold, values-driven organisation committed to gender equality, anti-racism, and diversity. At Rosa, we envision a future where all women and girls are safe, healthy, and equal – and we're taking steps to make that vision a reality every day.

We're looking for a dynamic, high-value fundraiser who's ready to build meaningful relationships and inspire a network of high value donors. This is an exciting opportunity for someone with the agility, resourcefulness, and strategic mindset to cultivate and manage a vibrant community of supporters. In this role, you'll fuel Rosa's mission by connecting people who share our ambition to improve the lives of women and girls across the UK.

If you're driven, innovative, and passionate about creating lasting change, we want to hear from you!

More information about Rosa:

- Watch a [film](#) about why we exist
- Read about our [grant programmes](#)
- Learn how we [strengthen organisations](#)
- Read about our work [amplifying the work of the women and girls sector](#)
- [Stories of impact](#)

In my 17 years in fundraising, this is the most inspiring team I have worked in, with the most potential to make a difference. Working for Rosa means you can make an impact at a national level and truly help to turn the dial on gender equality.

Liz Griffiths, Head of Partnerships, Philanthropy and Communications



About Rosa

Creating a Safer, Fairer, and More Equal Future for All Women and Girls

Rosa is the only UK-wide funder exclusively dedicated to supporting women-led organisations working to transform the lives of women and girls. Through funding and support, we invest in the critical services, campaigning and advocacy that women and girls need.

Rosa's work supports the thousands of organisations that make up the women and girls sector - a network of primarily small, specialist charities led by women, and deeply embedded in communities across the UK. Since 2008, we've raised and distributed over £11 million, impacting the lives of over 400,000 women and girls.

Our work covers 3 main areas:

- We distribute grants to empower women-led organisations to continue their crucial work.

- We strengthen the sector through training, networking opportunities, and advocacy support.
- We conduct research to enable investment and engage more funders to support women and girls.

We have a strong portfolio of committed funding partners from the charitable, corporate and philanthropy sectors. Without an endowment, we fundraise for every penny we spend.

We have a history of working with a range of high-profile crowd-funding campaigns, including #TimesUp (the UK arm of the #MeToo movement) and Reclaim These Streets to help address systemic misogyny and male violence.

Why Support the Women and Girls Sector?

The women and girls sector in the UK is made up of thousands of organisations which work to address deep-rooted inequalities and provide critical support for women and girls facing some of society's most challenging issues. Led by women, this sector plays a unique role in advancing social justice, safety, and opportunity for women and girls. The women and girls sector creates real change and builds a society where every woman and girl can be safe, healthy and equal.

Why It Matters:

Provides Life-Saving Services

Organisations in this sector, such as rape crisis centres and domestic violence shelters, offer safe spaces, counselling, and emergency support to women and girls experiencing abuse and exploitation. These services are often the only lifeline available in moments of crisis, providing protection, recovery, and a path to rebuilding lives.

Fights Gender Inequality

The sector challenges and addresses systemic gender inequality - from the gender pay gap and workplace discrimination to underrepresentation in leadership and decision-making roles. By offering training, mentorship, and advocacy, these organisations help break down barriers that restrict women's and girls' potential.

Champions Health and Wellbeing

Women's and girls' health issues, from reproductive health to mental health, are often underfunded and under-researched. The women and girls sector raises awareness of these gaps, supports affected individuals, and advocates for improved healthcare that respects and meets women's and girls' unique needs at all stages of life.

Promotes Racial Equity

Organisations led by and for Black and minoritised women and girls provide culturally sensitive, specialist support to Black and minoritised women and girls facing systemic discrimination. Deeply embedded in the communities across the UK, the sector campaigns and advocates for racial justice and a fairer, more equal society.

Leads Change and Advocacy

The women and girls sector has driven some of the most critical advancements in women's and girls' rights, from winning the vote to fighting workplace discrimination, to strengthening legislation to protect victims of domestic violence. These organisations continue to push for policy changes and societal shifts that prioritise women's and girls' rights, well-being, and equality.

An Underfunded Sector with a High Impact

Despite its impact, the sector receives just a small fraction of charitable funding, limiting its capacity to meet the rising demand for its services. Increased support and funding are crucial for these organisations to continue their life-changing and often life-saving work.

The women and girls sector matters because it creates real change, addresses deeply rooted inequalities, and works towards a future where every woman and girl can be safe, healthy and equal.

Job Purpose

The Philanthropy Manager will lead the Major Donor programme at Rosa.

You will be taking over a committed portfolio of funders and a promising prospect list that has the potential to grow significantly, under your leadership.

You will be working alongside an engaged board of Trustees, an established fundraising committee and an operational team with a strong fundraising culture. Reporting to the Head of Partnerships, Philanthropy and Communications, you will be responsible for developing the current Major Donor programme and launching a new giving circle, The Thrive Network.

We are looking for a special relationship fundraiser to drive Rosa’s ambitions to make the UK safer, fairer and more equal place for women and girls This role will help secure income to support grant making, capacity building and research work, giving you the opportunity to play a part in driving real and lasting change for women and girls across the UK.

Key responsibilities

- Develop and implement the Major Donor Strategy, focusing on retaining and uplifting existing donors and cultivating new donors with the ability to give 4, 5 and 6 figure gifts.
- Work alongside Rosa’s Fundraising Committee, Chief Executive and Head of Philanthropy, Partnerships and Communications to identify and engage new Major Donor prospects.
- Personally manage a portfolio of Major Donors, including leading face to face meetings, creating, updating and implementing individual relationship management plans.

- Develop and deliver Rosa’s new giving circle, The Thrive Network, including a launch event in Autumn 2025.
- Craft and present creative funding proposals.
- Keep supporters up to date with Rosa’s work through newsletters, written reports, events and meetings.
- Ensure accurate, timely and thorough correspondence, acknowledgement and record-keeping at all stages of the donor journey on the CRM system.
- Respond to ad-hoc partnership opportunities with corporate organisations.
- Manage the donor journey for individual donors and events fundraisers.

Other

- Carry out other duties or projects that are in line with the responsibilities of the post.
- Carry out all aspects of this job description in accordance with policies set out in Rosa’s handbook, paying particular attention to safeguarding, data protection and equality and diversity.



Experience, knowledge & skills

- A proven track record of cultivating face to face relationships with Major Donors and securing six figure gifts (up to £100K).
- The ability to persuasively make the case for support for Rosa and to represent Rosa to stakeholders.
- Positivity and a genuine love of building warm, long-lasting relationships with donors.
- Conscientiousness and attention to detail in recording and tracking interactions with donors and prospects.
- Experience of organising events, meetings and briefings.
- Experience of working with Trustees and/ or committees
- Strong self-motivation and a sense of ownership and responsibility to drive outcomes.

- Strong written and verbal communication skills.
- Strong organisational and multi-tasking skills.
- Experience of using basic software programs (Windows, Word, Excel, PowerPoint, Outlook) and a CRM database.

Personal Attributes

- A commitment to equality, diversity and inclusion (essential)
- Energy, passion and enthusiasm for Rosa’s values and goals and for our beneficiaries (essential)
- Knowledge of UK Women’s sector and issues facing women (preferred)

Terms of employment

- **Position – Philanthropy Manager**
- **Salary – 48k**
- **Contract – perm**
- **Location – Remote based however there is an expectation to attend up to 4 meetings per month in London, so we expect candidates to live within a reasonable distance of London. Travel expenses will be paid at £120 per return trip.**
- **Hours – Full or part time (80%) with flexible hours.**

How to apply

Application process

Valued Recruitment is working exclusively with ROSA to recruit for this pivotal role. We are an ethical recruitment company, intent on hiring inclusively and transparently. To apply, we welcome a CV and a 2 page (maximum) covering letter addressing your motivation for applying and your experience that is relevant to the role. Please send this to:

anna@youarevalued.co.uk

Accessibility is incredibly important to us at Valued Recruitment and at ROSA. If you would like any accessibility amendments or support throughout the application and interview stage, please don't hesitate to let us know. No question or request is too big or too small. We want this process to be comfortable and enjoyable and a chance for you to bring your best self to the process.

Key Dates

- Closing date – 28th April
- Interviews – 1st stage 8th May (virtual) and 2nd stage – 13th May (in person – travel expensed).