

Valued.



DEVELOPMENT MANAGER (NEW BUSINESS)

CANDIDATE PACK

About Us



We already know a lot about IQ. We are learning ever more about the value of emotional intelligence or EQ.

But our knowledge of mental health is way behind where it needs to be, and without research it's just guesswork. We desperately need to improve our MQ! Through research into mental health, we can develop better treatments and preventions so that everyone can have a healthy MQ.

We champion and fund world-class research to transform the lives of everyone affected by a mental health condition. We strive to create a world where mental illness is better understood, diagnosed, treated and, maybe someday, prevented. Research is the first step towards making that a reality.

Job Purpose Summary



It has never been a better time to join MQ as we have been sustainably and very successfully growing our high value income across individuals, foundations, corporates and partnerships and as we celebrate our 10th anniversary in 2023. We are looking for a self-motivated and passionate individual to help build our pipeline of individual philanthropists with the full support of the Executive Leadership Team and Chair of Trustees and making the most of our partnerships with Deutsche Bank and the Lord Mayor's Appeal.

The right person will be passionate about tackling mental health through research, have experience in securing new partnerships and researching new opportunities to apply for funds and be driven to ensure that projects are delivered to the highest possible standards.

You will have experience of managing corporate relationships and be a sophisticated communicator with the confidence to build relationships with and inspire colleagues and donors.

The Development Manager will report to the Partnerships Lead in the Development Team, working closely with and alongside an agile team who focus on proposal writing, partnerships, trusts and major donors, as well as collaborating with our marketing and research teams.

Key Responsibilities

- To seek out and secure new corporate partners to build a sustainable high value new donor and sponsorship pipeline
- Manage pool of corporate partners, focusing on maximising their support and finding new opportunities to grow their involvement
- Research and qualify new potential foundation opportunities and work closely with the Development Manager (proposals) to apply
- Capitalise on the expertise and networks of MQ's senior volunteers, including working closely with MQ trustees and our Partnership Lead to maximise the Deutsche Bank and Lord Mayor's Appeal opportunities
- To help develop new fundraising proposals, with a particular early focus on corporate products, including sponsorship opportunities
- Work across the team to identify opportunities to gain introductions to corporate prospects and transfer existing corporate contacts to major donor prospects and vice versa
- Carry out targeted and systematic research to establish new high value prospects utilising existing networks, the MQ database, search engines and referrals
- Relationship manage prospects of £10-100k through the identification, qualification and, working in partnership with fellow Development Team members, solicitation stages for new donors to MQ
- Work closely across the team to develop the Development team budget as well as report against income and expenditure targets
- Work collaboratively with MQ colleagues to identify and maximise new opportunities for partners and prospects, particularly with the Partnerships Lead
- Work closely with the Development Team and Senior Database Officer to deliver and track the added value of donors e.g. through challenge event fundraising, donating auction prize items and buying tables at special events
- Contribute to achieving the overall objectives of MQ and participate in the development of its new organisational strategy.
- Provide other support to the Research team and MQ as required

Person Specification

Key skills and attributes

Requirement	E – Essential D - Desirable
Previous Charity experience	D
Previous corporate fundraising and/or new business experience	E
Previous proposal writing experience	E
Previous experience in research organisation or international development / institutionally funded organisations	D
Exceptional communication particularly in understanding and translating complex information and turning it in to compelling written proposals	E
Skilled at managing tasks and balancing priorities	E
Excellent eye for detail and ability to work accurately, with minimal supervision	E
Professional or personal interest or experience in mental health	D
Strong organisational and time-management skills	E
Ability to convey passion for MQ's cause and the work that we do	E
Background or study in relevant fields of mental health sciences	D

Our Benefits



Key information

- We are a fully agile organisation and are open to flexible working requests
- Our current hybrid model is one day per month in our London office. You have the option to be more office based if you wish.
- The office is wheelchair accessible with a lift available
- **Annual leave allowance:** 28 days
- **Parental Leave:** Statutory benefits
- **Mental well-being initiatives:** The organisation fund £600 of well-being support per individual in addition to their Employee Access Programme.

Diversity and Inclusion

At MQ, we recognise that both the people who work for us, and those who apply to work for us, are individuals with different opinions, backgrounds, cultures, lifestyles, and circumstances.

We respect these differences and we are fully committed to the principles of diversity, equality of opportunity and inclusion. Equality of opportunity and fostering a genuinely inclusive culture is beneficial to everyone. We know that we are stronger when we recognise and draw from the rich diversity within our community.

How to apply

Application

We are working exclusively with Valued Recruitment, an ethical Recruiter who champions flexibility, diversity and inclusion.

Accessibility is very important to us so please let us know if we can make any adjustments to ensure the process is a joyful one. No request is too big or small.

To discuss the opportunity in more detail please contact Anna Ludeman, Founder of Valued Recruitment on 07828 288704 and

anna@youarevalued.co.uk

To apply for the role please send a CV and a one page cover letter which introduces yourself, describes a snapshot of your experience and highlights your passion for this role and MQ. Please send this to

anna@youarevalued.co.uk

Please note we are interviewing candidates on a rolling basis.

Terms and Conditions

Time Commitment:
Full Time or Part Time,
Permanent

Hybrid working:
MQ Office, London, EC1Y
with high levels of remote
and flexible working available

Reporting to:
Partnerships Lead

Salary:
£35-40k per annum

