

Centre for Social Justice – Job Description

Development Director

Job Title:	Development Director
Reporting To:	CEO
Contract Type:	Permanent
Location:	Westminster, London
Salary:	Dependent on experience
Apply:	Please read the job description in full. If you feel you qualify for the role, please send your CV and a covering letter <i>outlining your ambition for the role in no more than 400 words</i> to recruitment@centreforsocialjustice.org.uk

THE ORGANISATION

Established in 2004, the Centre for Social Justice (CSJ) is an independent think tank that studies the root causes of Britain’s social problems and seeks to address these through innovative policy recommendations to government. The CSJ has changed the landscape of our political conversation by putting social justice at the heart of British politics. This has led to some of the biggest welfare reforms in a generation. The majority of the CSJ’s work is organised around five ‘pathways to poverty’, first identified in our ground-breaking 2007 report, Breakthrough Britain. These are: family breakdown; educational failure; economic dependency and worklessness; addiction to drugs and alcohol; and severe personal debt.

Our research is informed by experts and, just as importantly, our CSJ Alliance. Housed within the newly formed CSJ Foundation, the Alliance is a unique group of charities, social enterprises and other grass-roots organisations that work with individuals facing some of the most challenging and complex social problems. These small and medium-sized charities spread across the country have a wealth of knowledge and knowhow about the best way to prevent poverty.

We want national decisions about poverty to consider the full picture and so the CSJ Foundation connects frontline poverty-fighting experts with Westminster policy makers. We also want these frontline organisations to thrive, so we connect them to philanthropists who are eager to invest in Britain’s very best small and medium sized poverty-fighting organisations.

THE ROLE

The CSJ is looking for an experienced and ambitious senior fundraiser, with a proven track record of delivering sustainable growth to work in our busy Westminster office. Leading and developing a small team, you will be at the forefront of engaging a range of new donors, securing income against targets, raising the profile of our work, including the newly formed CSJ Foundation, and maintaining and stewarding existing supporters.

THE PERSON

- Significant experience in high value fundraising (working with Philanthropists, Corporates and Trusts and Foundations), preferably in the political and/or charitable sectors;
 - A proven track record of soliciting six and seven figure donations;
 - Experience of engaging and influencing high-profile and high-net-worth individuals and organisations;
 - Experience of managing and developing staff and leading teams;
 - A strong interest in current affairs, politics and the social justice agenda;
 - High level communications skills and experience with public speaking;
 - A commitment to excellence and high standards of professionalism;
 - A team player with initiative and a positive “can do” attitude;
 - Well-organised, discrete, and with a high degree of personal integrity.
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MAIN RESPONSIBILITIES

- Reviewing and developing the CSJ’s fundraising strategy to deliver sustainable growth;
- Developing and implementing new strategies to increase the number and range of supporters through prospecting, donation solicitation and the securing of new relationships.;
- Developing and implementing strategies to secure donations from existing and new major donors on a multi-year basis;
- Managing and developing the fundraising team to ensure all are supported to achieve the highest possible standards;
- Ensuring that exceptional relationship management characterises all fundraising work and impact reporting is communicated to relevant donors at all times;
- Ensuring that fundraising proposals, impact reports and related donor facing correspondence are delivered to a high standard;
- Ensuring that meticulous records of all fundraising activities on the CSJ’s CRM database (Salesforce) are maintained;
- Working collaboratively with members of the Senior Leadership Team to achieve the CSJ’s overall mission and objectives;

- Being an ambassador for the CSJ to key external stakeholders;
- Producing and analysis and reports for the CSJ board of directors;
- Other duties that arise from time to time.

To apply, please send your C.V. and a short covering letter outlining how you meet the requirements of the role described above to recruitment@centreforsocialjustice.org.uk
