



Premier Philanthropy Manager

Candidate Pack
May 2025



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Premier.



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Introduction

Hello!

Premier is a fantastic place to work. It's a fast-paced, Christian media organisation with a focus on helping people encounter God through the media we broadcast and publish, 24 hours a day.

The Key Relationships Team is small but perfectly formed, and it's our job to secure, maintain and nurture relationships with people who have an affinity with our mission and are able to give 5, 6 and 7 figure gifts to support Premier's ministry.

These gifts will help Premier to reach out to people, wherever they are, with the good news of the Gospel. We recently ran a Gospel music course for young men in a London prison, where they created and sang Gospel music. It had a profound effect on some of the prisoners. We are also currently working with schools, running 'No Question Off Limits' events where the students can literally ask anything and receive an answer from a Biblical perspective. This is all in addition to running 3 radio stations 24 hours a day and producing magazines!



Of course there is always an element of pressure as we work to achieve targets – but we fundraisers thrive on that! The environment is very supportive throughout – everyone wants you to succeed.

If this is striking a chord with you, and you're someone with experience in the high value fundraising world who isn't afraid of being tasked with finding new business, I'd love you to apply to join my team. When you do, I'd like to know about your successes, what you love about fundraising and of course your Christian faith.

I look forward to hearing from you!

Best wishes

Anne

Head of Key Relationships

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About us



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About Us

A strong Christian voice for the UK

Premier supports people on their faith journey and helps them put their faith into action by providing inspiration, encouragement and spiritual nourishment.

Since our inception in 1995 Premier has been creating inspirational radio and magazine content that delivers the message of the Gospel directly into your home. Over the years, the way media is consumed has changed and Premier has been at the forefront of this digital revolution.

Today's Premier's family includes an array of websites, podcasts, online-videos and live events that bring together worship, teaching, music and prayer, combined with debate, life stories and up-to-the-minute news to bring faith right into the heart of daily life.

When faith fuels your life, you live with confidence and hope, shining for Christ in your community.

I joined Premier's HR Team almost 2 years ago and it feels like home, this is due to our mission, values and overall company culture. I find my role fulfilling especially the onboarding element, ensuring people have a smooth transition into the company and feel welcomed from the very first day. It's a blessing to be part of an organisation that not only fosters community but also creates a safe space for thousands across the country and beyond. Premier genuinely advocates for positive change, making it a great place to work.

(Cathryn, HR Coordinator)



Our strategy and values

Premier's strategic priorities

Throughout its history, Premier has consistently been at the forefront of innovation, breaking new ground despite challenges and opposition. In today's fiercely competitive market and challenging cultural landscape, technology provides us with new avenues to reach and serve spiritually hungry people globally.

Despite constraints such as our temporary office space with limited studios, Premier's dedicated team, strong market position, solid reputation, and innovation form a robust foundation for future growth. This strategic direction sets the overall course and objectives for our organisation.

It is crucial for each Premier team member to understand how their role contributes to our strategic direction on a day-to-day basis. We want our employees to see the bigger vision and know why their contributions matter.

Premier exists to help people encounter God through media.

Premier's culture

The way we behave towards others and our work impacts whether or not we are effective. Ultimately, our culture is shaped by our Christian ethos. Our history as a media organization has also shaped us in a uniquely dynamic way. When we use our values to make decisions, we make a deliberate choice to focus on what is important to us.

When our culture is embodied in our actions, it creates the environment for successful performance, sets the tone for other employees and helps to provide the best experience to those we serve.

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About Us



Premier people are

Honest

We tell the truth, admit mistakes and share credit

Loving

We serve, look after, forgive and encourage one another

Excellent

We create top quality work efficiently and strive to get things right

Creative

We find innovative ways to achieve our mission and problem solve

Dynamic

We adapt quickly to changing circumstances



I have enjoyed my time at Premier. The people here are so kind, supportive, and encouraging. It is a place where you can grow, learn and feel part of something that is making a positive impact."

(Judah, Digital Team Supervisor)



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Job description



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Role details

Premier is on a mission to help people encounter God through media. We're searching for a Key Relationships Manager to join our dynamic team.

Job title	Philanthropy Manager
Department	Fundraising
Reporting to	Head of Key Relationships
Location	Home and travel round London
Hours of work	Full time (35 hours per week)
Contract	Permanent
Salary	£50,000 per annum
Holiday	25 days annual leave plus 8 Bank Holidays
Birthday leave	One additional day of paid leave on your birthday
Pension	5% Employee and 3% Employer contribution (subject to auto-enrolment) using Now Pensions Provider
Benefits	Other non-contractual Employee Benefits include: WeCare Employee Support; Life Assurance Scheme; Eye care Scheme; Working from home equipment allowance; Competitive sickness absence pay scheme; Enhanced Maternity and Paternity Leave pay. Note: some of these benefits are available after successful passing of probationary period.

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Job description



What you'll be doing

Premier, Europe's leading Christian Media organisation, is at an exciting juncture in our journey. In this pivotal role, you'll be responsible for raising funds from major donors, and for sourcing new donors from within the City corporate sector. Your efforts will directly contribute to sustaining and advancing Premier's mission, to help people encounter God through media.

In this role you will:

- Manage a portfolio of high value donors & prospects, to generate major gifts and multi-year pledges
- Source new high value financial support for Premier by research, engagement, networking and knowledge of the UK's philanthropic environment
- Source new high value supporters from within the financial sector of the City of London
- Create tailored proposals that connect with a donor's desire to make a positive impact and help them see how they can achieve this impact through Premier
- Work as part of a dynamic, high performing Key Relationships team to secure multi-year, 6 figure gifts



It has been a very positive experience, working with a lovely team of people who are always eager to help and who share a wonderful faith in Jesus. Unitedly our goal is for Premier to grow and expand ultimately to reach as many people as possible in this land and further afield with the gospel of the Lord Jesus Christ. Through God Premier comforts, strengthens, gives hope to many, and Christians have often shared with me how they have grown through listening to the many wonderful ministries on air. I feel very blessed to be able to connect with donors and very comfortable and confident to share our need knowing that when people give their money it is for the extension of God's Kingdom.

(Jill, Fundraising Officer)





Purpose of role

This role is aimed at fostering and managing meaningful relationships with both existing and new supporters and stakeholders. It is crucial for income generation, with an annual target of six figures, and ensures substantial financial support for Premier. The role encompasses the development, management, and implementation of innovative strategies to identify, cultivate, and steward a diverse portfolio of Major Donors. It particularly focuses on securing new business and ongoing support from the corporate sector within the City.

You will nurture potential supporters within our existing network, while also forging new, meaningful connections. You will be an integral part of Premier's on-going fundraising programme as well as raising funds for specialised campaigns, such as Premier's capital campaign to establish the first ever Centre of Digital Excellence for Christian Media in the UK.

Hybrid working arrangements apply although the role involves travel around London, so the role holder must live within commutable distance from the City of London.

Tasks and duties

- Be an engaging, empathetic, and effective ambassador for Premier
- Manage a portfolio of donors and prospects, to generate major gifts and multi-year pledges (targets to be agreed upon with the Head of Key Relationships), through a mix of face-to-face, online, and desk-based (phone) relationship building
- Source new high value financial support for Premier by research, engagement, networking and knowledge of the UK's philanthropic environment
- Establish a pipeline of opportunity and be responsible for delivering all aspects of the donor journey including research, cultivation, briefing, asks, and stewardship phases either personally, or working directly with the Head of Key Relationships, CEO and/or other senior colleagues and Board members
- Identify and work with the correct contacts at Premier to include in donor meetings such as Premier's CEO, COO and other senior colleagues, Board members and volunteer ambassadors.
- Create tailored proposals that connect with a donor's desire to make a positive impact and help them see how they can achieve this impact through Premier.
- Achieve donation targets by growing support from existing Major Donors, as well as identifying and securing new Major Donors, bringing them into a closer relationship with Premier.

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Job description



- Conduct ongoing desk-based research to qualify existing contacts and maximise the value of Premier's existing database.
- Participate in cultivation events and where appropriate help to organise and manage events e.g., online events such as webinars and Zoom conferences, in person events such as parliamentary networking events, Faith at Work events, small group dinners, Premier Gospel Awards and other opportunities which may arise
- Maintain accurate records of interactions with donors and volunteer leaders and regularly update the tracking system and database as appropriate
- Provide regular monthly activity and income reports to the Head of Key Relationships to monitor progress against phased targets
- Maintain an organised diary of prospect cultivation meetings, follow up calls, cards, invitations, etc.
- Support colleagues across Premier by sharing learnings, brainstorming ideas and contributing to meetings.
- Deliver responsible fundraising as per the IOF Code of Practice, demonstrating a genuine duty of care for Premier's supporter base
- Undertake any other reasonable tasks as required.

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Person specification



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Person spec



Qualifications and experience

- Experience working in face-to-face donor cultivation.
- Proven experience in roles where meeting targets is key to success.
- Proven success in relationship building and securing five and six figure gifts
- Understanding and experience of the major donor journey
- Demonstrable creativity in moving prospects towards an ask for support
- Excellent analytical and critical thinking skills
- Degree educated or qualified to this level through experience
- Institute of Fundraising accreditation (desirable but not essential)

Personal qualities / key attributes

- Ambitious and proactive
- Strong sense of ownership
- Driven by results while maintaining a strong sense of teamwork
- Excellent verbal and written communication skills
- Confident in relationship building with a natural ability to adapt appropriately to different audiences
- Exceptional organisational and administrative skills with the ability to manage multiple tasks concurrently
- Well developed IT skills and proficient in use of relevant software packages
- Familiarity with CRM databases (desirable but not essential)

Other requirements

- Able to travel to Premier's London office as and when required
- Ability to work occasional evenings and weekends
- Some travel will be required so an ability and enthusiasm to travel is essential
- This role has a genuine occupational requirement for the post holder to have a personal Christian faith

How to
apply

TEAM

PREMIER RADIO TEAM



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How to apply



Premier is working in partnership with Charisma Charity Recruitment.

Applications should be submitted through the [Charisma website](#) and include:

- A comprehensive CV
- A supporting statement, explaining how you believe you match the requirements of the role and describing any potential conflicts of interest.

For an informal and confidential discussion about the role, please contact:

Nick Thomas, Consultant, Charisma Charity Recruitment on 01962 813300 or email info@charismarecruitment.co.uk.

We welcome and encourage applications from people of all backgrounds. We do not discriminate on the basis of disability, race, colour, ethnicity, gender, religion*, sexual orientation, age, veteran status or other category protected by law.

** In accordance with the equality act 2010 it is a genuine occupational requirement that the post holder is a practicing Christian*

Closing date: Applications are being reviewed on receipt and interviews will be conducted on a rolling basis. When a suitable candidate is found the role will close, so please apply without delay to avoid disappointment.



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