

**Job Title:** Fundraising Manager (mid to high-level donors)  
**Location:** Bletchley, Milton Keynes (minimum 40% office based)  
**Reports to:** Marketing and Fundraising Director  
**Salary:** £35,000 pa  
**Contract Type:** 12-month fixed term contract

**About Toybox:** Toybox is a UK charity with a vision to end the injustice of children in street situations, one of the world's most vulnerable groups. Toybox works in urban environments, with local partners in Latin America, Africa and Asia and is currently helping thousands of children in the most dangerous cities of our world.

We are seeking an experienced Fundraising Manager to lead and grow relationships with individuals and small to medium sized trusts and foundations across the UK who can make significant gifts. This is an exciting opportunity to join a growing team focused on long-term impact and donor engagement.

**Job Purpose:** To build and manage a portfolio of mid-to-high net worth UK donors (typically giving between £1,000 and £10,000), cultivating deep relationships and delivering income growth. This role involves strategic planning, meaningful engagement, and securing donations that fund Toybox's vital work with children in street situations.

#### Key Responsibilities:

- Manage a portfolio of approximately 75-150 mid-to-high value donors and prospects
- Develop and deliver personalised cultivation, solicitation, and stewardship plans
- Build strong relationships through in-person meetings, calls, and written communications
- Solicit one-off and multi-year gifts, including upgrades and renewals
- Work with the wider fundraising and programme teams to create compelling funding proposals
- Use Donorfy to track supporter engagement, income, and insights
- Support the development of donor-facing materials, updates, and event invitations
- Conduct donor research to identify new prospects and deepen existing relationships
- Help design bespoke donor journeys, ensuring each supporter feels valued and informed
- Meet agreed income targets and contribute to longer-term fundraising strategy
- Deliver regular reports to the M&F Director, Leadership Team and Trustee Board
- Attend relevant networking events to meet and build relationships with decision-makers

#### Person Specification:

- Minimum 3–5 years' experience in Individual Giving, Major Donor fundraising, or Business Development
- Proven ability to build lasting relationships with UK-based high-value donors
- Strong written and verbal communication skills with an engaging, confident presence
- Results-driven with a track record of securing four and five-figure gifts
- Highly organised with excellent attention to detail
- Proficient in using CRMs (e.g., Salesforce, Donorfy, Raiser's Edge)
- Comfortable working independently and collaboratively across departments
- Passionate about making a positive social impact through charitable giving
- Knowledge of ethical fundraising standards and donor stewardship best practices

Desirable (but not essential)

- Experience working with philanthropic advisors, family foundations, or legacy donors
- Understanding of tax-effective giving in the UK (e.g. Gift Aid, Payroll Giving, Share Gifting)