



DIRECTOR OF CONSULTANCY

Job Description

Legacy Voice is a specialist fundraising consultancy helping charities raise more money through legacy giving. We help charities understand their donor's needs and create powerful legacy communications that encourage more of them to leave a gift in their will.

With the biggest generational transfer of wealth in history set to take place over the next 20-30 years, there has never been a more exciting time to work in legacy giving – a unique opportunity to raise huge sums money for good causes worldwide.

Formed in 2014 we have worked with over 20 charities across the UK including several of the top 10 legacy earning charities, and from cause areas including health, disability, animals, the environment, international development, education and heritage.

We are a small but committed team, who are passionate about legacy giving and the difference they make both to the donor and the causes they care about. And with a vision to help 1 million donors write the last chapter of their life story with a gift in their will, we need the best, most ambitious and experienced people to join our team.

About the Role

This is a unique opportunity to build and deliver our legacy consultancy offer.

You will be in charge of ensuring the consultancy service we offer meets the needs of our charity clients – as well as identifying new commercial opportunities and building the right strategic partnerships to accelerate our growth, both in the UK and in new markets globally.

Your role will involve working directly with charities to develop and deliver world-class legacy fundraising consultancy, while building up a portfolio of service products and a team of consultants.

Your responsibilities will be to:

Own and grow a client roster of charities that you will personally work with to grow their legacy income.

From local charities, to large national charities, and global charity networks, you need to be comfortable adapting your approach and creating solutions that meet the needs of our clients.

Be the face of our consulting offerings, and promote Legacy Voice to the charity and not for profit sector.

Take ownership of how we promote our consulting offer, and develop appropriate marketing strategies and materials to reach and grow our base of charity clients.

Take a lead on developing pitch winning proposals that meet the needs of our charity clients.

Because you will take a customer-centric approach, you will get to know the needs of our clients and you will shape a consultancy offer that adds the most value to them.

Manage the delivery of our legacy consultancy services, to ensure they deliver the highest quality outcomes for our clients.

You will be bringing your experience as a successful fundraiser and manager to get the best out of our team, to deliver the best for the charities we work with.

Develop Legacy Voice's consultancy service.

We would like you to work alongside Ashley to develop Legacy Voice's consulting offer – finding new ways to commercialise our experience in legacy fundraising and developing partnerships with other companies so that we can expand to support more charities to realise their legacy giving potential.

About You

You're a legacy giving expert

You know legacy fundraising inside and out, and you have an enviable track record in delivering growth. Not just a strategic thinker, you have walked the walk and have the results to prove it.

You know what it takes to win new clients and develop long-term, mutually beneficial working relationships with them.

You can sell to a new client, shape a brief and bound expectations, deliver and present high-quality outcomes, and win repeat business.

You're a brilliant communicator.

You're charming, persuasive and a great listener – helping you win business and build lasting partnerships.

You have managed people.

So you can teach, coach, lead and project manage small teams.

You have a solid network

You're well connected in your own industry and others, naturally building a powerful network of peers and mentors.

You're entrepreneurial

You enjoy fast-moving environments and you're used to achieving a lot with a little.

You're flexible

You can work on your own under your own initiative, and equally well leading a team. You can work from home one day and with a client the next – travelling across the UK and overseas where necessary.

You're not afraid of working hard in pursuit of a big vision.

Benefits

- Competitive salary and profit share
- 25 days paid annual leave per year
- Flexible, home-based working
- Scope to take real ownership in a growing company, and within a world-class network of fundraising consultancy businesses.

Apply

Send us an email with the subject line “[Your Name] / Director of Consulting Application” telling us a bit about yourself and explaining why you want this job.

Either attach your CV or link to a comprehensive LinkedIn profile.

Send your application to ashley@legacyvoice.co.uk

The closing date for the role is midday Wednesday 28 February 2018 and we will be holding interviews on a rolling basis so make your application early.