



The Great North Air Ambulance Service

Person Specification

JOB TITLE: Relationship Development Manager

DEPARTMENT: Fundraising

	Essential	Desirable
Qualification/Education/ Training	<p>Qualified to a degree level.</p> <p>Clean driving license.</p>	Institute of Fundraising Qualification
Personal Characteristics/ Communication	<p>Ability to develop strong collaborative working relationships, built on communication, both internally and across a wide range of stakeholders.</p> <p>Confident and self-motivated, with the ability to work as part of a team.</p> <p>Highly organised with a keen eye for detail.</p> <p>Creativity, motivation, innovation.</p>	A passion for the third sector.
Skills/Knowledge	<p>Ability to work to deadlines in a fast-paced environment.</p> <p>Demonstratable experience of creative thinking.</p> <p>Knowledge of fundraising</p> <p>Excellent people management and leadership skills.</p> <p>Highly developed data management skills including querying, reporting, analysis and profiling</p> <p>Strong knowledge of fundraising regulations.</p>	<p>Knowledge of corporate fundraising</p> <p>Knowledge of regular giving fundraising</p>
Experience	<p>Experience of developing a customer service strategy, implementation and monitoring and evaluation</p> <p>Significant experience of successful project management and delivery.</p> <p>Experience of developing and growing an engagement programme, seizing new opportunities for partnerships, collaborations and expansion.</p>	<p>Prior experience of working in a fundraising environment.</p> <p>Experience of developing and growing a donor retention strategy, seizing new opportunities for attaining and increasing support.</p>