



## PERSON SPECIFICATION

**ROLE:** SEA LIFE Trust Fundraising Manager

**REPORTING TO:** Head of the SEA LIFE Trust

	<b>Essential</b>	<b>Desirable</b>
<b>Qualifications</b>		
		Degree (or equivalent)  Full driving licence  Language abilities
<b>Knowledge &amp; skills</b>		
	<p>Demonstrated ability to successfully generate support from external partners.</p> <p>Excellent relationship building and communication skills.</p> <p>Superb influencing skills with a proven ability to work effectively with others to achieve outstanding results.</p> <p>Able to prioritize, work under pressure, planning and managing tasks ensuring costs are maintain under control</p> <p>Ability to present and negotiate at all levels including to external influencers and senior decision makers.</p>	
<b>Experience</b>		
	<p>Demonstrates a track record of securing a number of significant donations and/or sponsorship deals (£50K+)</p> <p>Demonstrates experience of developing and managing a network of contacts to achieve tangible results</p>	Experience of securing funding in a charity context

	<p>Strong budget management experience</p> <p>Demonstrates experience of operating at both a strategic and a tactical level and an ability to make sound decisions based on business needs.</p> <p>Demonstrates experience of managing a high volume of tasks/roles and prioritising demanding workload</p> <p>Demonstrates experience of managing a team in a target driven environment.</p> <p>Demonstrates experience of producing engaging communication materials for a range of audiences.</p> <p>Experience working cross-culturally with diverse colleagues in a global environment.</p>	
<b>Personal characteristics</b>		
	<p>Pro-active, problem solver, Solutions focused. Confident; Approachable friendly.</p> <p>Attention to detail; High decision making need. Passionate; Influential; High decision making need. Empowering; Imaginative, Level headed;</p> <p>High results orientation, resilient and tenacious.</p> <p>Proven ability to be flexible and adaptable in a continuously evolving environment.</p> <p>An interest in, and passion</p>	

	for, Marine Conservation and marine animal welfare	
<b>Personal Circumstances</b>		
	Flexible working hours and some weekends. Out of hours on call requirement.	