Further particulars for the post of Development Officer (Stewardship)
Requirement

St John’s College wishes to appoint a Development Officer (Stewardship) on a permanent basis.

St John’s College

St. John’s College was founded in 1511 by Lady Margaret Beaufort, the mother of King Henry VII. It is one of the largest of the University colleges and has some 530 undergraduate and 320 post-graduate students, and around 160 Fellows in a very wide range of academic disciplines. The charitable purposes of the College are the advancement of education, religion, learning and research. The College is currently able to accommodate all its students in College and nearby hostels and houses. All Fellows have a study in College and some are fully resident in College. Additionally, the College employs some 250 Assistant Staff. The College is a highly international community with approximately 15% of its undergraduates and 55% of its graduates coming from overseas.

Further information on the College can be found on the College website www.joh.cam.ac.uk

College Aims: the College’s statutory aims are the advancement of education, religion, learning and research.

Department Aims: to develop and promote the College’s alumni relations and fundraising strategy.

Principal Responsibilities and Duties

Job title: Development Officer (Stewardship)

Department: Development Office

Responsible to: The Deputy Development Director

Job Purpose: As a key member of the fundraising team, the post holder will implement and develop an effective donor stewardship strategy which is central to a successful Development Programme. The post holder will also fundraise to help promote and support the College’s core strategic aims.

Principal Responsibilities

a) In order to help maintain an effective system of stewardship to thank and recognise donors and supporters of the College, the post holder will:

i. Develop and implement a strategy designed to appropriately recognise and acknowledge donors to the Development Programme. This will include a comprehensive suite of events tailored for a range of donors and the project management of the annual donor magazine the *Marguerite*;

ii. Co-ordinate and manage the acknowledgement process ensuring that all donors are appropriately thanked and recognised for their valued support;
iii. Develop and maintain an effective system for managing and recording donation impact and project reporting to donors co-ordinating with the Senior Tutor’s Department and members of the Finance Department on a regular and effective basis;

iv. Attend events as and when required, representing the College in Cambridge and elsewhere in the UK in a way that effectively promotes St John’s and enhances its reputation.

b) Help to promote philanthropic activity for the benefit of the College Boat Club and other key areas of College life. As directed by the Development Director and Deputy Development Director the post holder will:

i. Identify and research a portfolio of major donor prospects. S/he will be expected to undertake a minimum of 50 visits per annum;

ii. Cultivate donor relationships through one-to-one meetings and solicit major gifts.

c) In order to help promote the Development Office’s Digital communication strategy, the post holder will:

i. Play a key role in the development and delivery of regular engaging and dynamic content including specific project management responsibility for reporting to donors on the website;

ii. Assist with pre and post event content on the website and by email to help promote the programme of events and ensure that the College community and its supporters are kept well informed.

d) In order to support the Development Office’s efforts to raise funds for the College, the post holder will:

i. Act as an understudy to the Database and Research Manager and Gifts Administrator with regard to gift administration (entering donations/gift aid and acknowledgements);

ii. Assist the Deputy Development Director/ Senior Development Officer with annual appeals to identified regions and segments of the database as and when required;

iii. Act as one of the Development Office’s ambassadors to help promote the graduands’ giving campaign;

iv. Provide first class administrative support through the daily collection and distribution of post, updating address changes on a daily basis and inputting new data from the University offices.

This list includes the principal accountabilities of the role but is not exhaustive. Other relevant duties may be specified by the Development Director from time to time.

**Person specification**

Set out below are the qualifications, experience, skills and knowledge that are the minimum essential requirements for the role or are desirable additional attributes.
Qualifications, Knowledge and Experience:

**Essential**

- Good level of education – to degree level or equivalent
- Previous experience working within a development or marketing environment
- Good knowledge of IT (Microsoft Office suite and some database experience)

**Desirable**

- Good working knowledge of Raiser’s Edge or a similar CRMS database

Skills, Abilities and Competencies:

**Essential**

- Well-developed administrative and organisational skills with the ability to prioritise workloads and meet tight deadlines.
- High level of initiative and self-motivation.
- High degree of attention to detail.
- Excellent written and oral communication skills.
- Ability to demonstrate a high level of interpersonal skills with a willingness to attend events, network and engage with a variety of people.
- A collaborative and flexible team player.

Terms and Conditions

**Length of post:** Permanent  
**Salary:** The salary for the post will be between £29,296.32 - £32,654.49 p.a. (depending on experience)  
**Hours of work:** 36.25 per week  
**Location:** The role is based in Cambridge.

Contractual benefits include:

- Membership of a defined contribution pension scheme after a qualifying period
- Additional Christmas salary payment
- Annual leave of 36 working days (inclusive of Bank Holidays)

Other benefits include:

- Free lunch in the College’s Buttery Dining Room (subject to a monetary limit).
- Access to a ‘cash plan’ healthcare scheme currently provided by Simplyhealth which provides some financial assistance towards the cost of everyday health expenses such as sight tests or dental check-ups after a qualifying period.
- Free car parking close to the College (subject to availability).
- Free use of an on-site Gym.
- Free life cover.
The appointment will be subject to an initial probationary period of six months during which the appointment may be terminated by one week’s notice on either side. Following the successful completion of the probationary period, the period of notice is one month on either side.

**Recruitment Process**

Please include in your application:

- A completed application form;
- A brief covering letter summarising why you believe yourself to be suitable for the role and why the role appeals to you;
- A full c.v.

Applications should be sent:

- by email to: recruitment@joh.cam.ac.uk
- or by post to: HR Department, St John’s College, Cambridge, CB2 1TP

Applications should be sent:

by email to: recruitment@joh.cam.ac.uk
or by post to: HR Department, St John’s College, Cambridge, CB2 1TP

Applications should be sent:

to arrive no later than 9.00 am on 6th July 2021. Interviews are expected to take place during the week commencing 12th July 2021.

In applying for this role, you will provide personal data which the College will process in accordance with its data protection obligations and its Data Protection Policy. Please see attached for a copy of our Data Protection Statement for further information about how we process your personal data.