



Vacancy Copy and Applicant Access Information

How to approve your Webrecruit vacancy campaign:

1. Ensure the CV recipient email address(es) given below are correct.
2. Review the Vacancy Copy to ensure it is accurate and representative. (NB: This profile is optimised to help your vacancy get maximum exposure on our online resources and will look different to your original job description.)
3. Either click 'Approve' or at the bottom of this page or if you want to make any changes respond to the email you received with the details of any amendments that need making.

Client Information

Job Title: Relationship Manager
Employer: Mission Aviation Fellowship UK
Client Contact Name: Roger Edwards
Primary Email Address for Access to Applications: roger.edwards@maf-uk.org
Secondary Email Address for Access to Applications:

Vacancy Copy

Vacancy Copy: **Relationship Manager**

Mission Aviation Fellowship (MAF) is seeking a compassionate and motivated Relationship Manager to cultivate meaningful connections with high-value trusts, foundations, and individual major donors.

This is a fantastic opportunity to join a friendly and high-performing team and make a significant contribution to our global mission, bringing hope, help and healing where it's needed most.

Location: This role can be based at the MAF UK Offices in Glasgow, covering Scotland, Northern Ireland, and parts of the North of England and maximising our engagement with a thriving local aerospace and charity sector region.

Rewards: Salary of £42,000, plus a generous pension scheme, annual leave entitlement, and other great benefits and professional growth opportunities.

Contract: Permanent, Full-Time

The Role

As a Relationship Manager, you will develop and maintain successful long-term relationships with high-value trusts, foundations, and individual major donors across Scotland, Northern Ireland and parts of the North of England.

Specifically, you will focus on securing major gifts from new donors while enhancing the commitment of long-standing supporters, helping them deepen their partnership with MAF's mission.

You will also present detailed, accurate and high-quality fundraising proposals to prospects and donors, ensuring any specific deadlines or funding windows are complied with.

Additionally, you will:

- Work to agreed annual targets with a goal to increase support year-on-year
- Create and implement action plans to engage and nurture donors
- Ensure procedures and standards are developed and compliant with any legislation
- Support team CRM database activities, ensuring accurate records and reporting

About You

To be considered as a Relationship Manager, you will need:

- Experience working with donors or in a relationship management environment
- Knowledge of audiences to develop donor involvement
- Strong communication and networking skills
- The ability to manage multiple priorities and deadlines
- Financial literacy to interpret business plans
- A degree-level education

About Us

Mission Aviation Fellowship (MAF) is a Christian organisation that uses light aircraft to deliver practical help, physical healing and spiritual hope to some of the world's most remote and inaccessible communities.

For 80 years, MAF has been working in partnership with hundreds of other organisations to enable access to medical care, education, livelihood training and long-term support in over 24 low-income countries.

We believe that every community, however remote, should have access to the essentials of life – that's why MAF's flights are a lifeline, not a luxury.

The Benefits

- Salary of £42,000 per annum, depending upon experience
- Annual leave entitlement of 22 days per year plus 8 paid public holidays per year
- Non-contributory pension scheme (10% of salary); employees may make voluntary additional contributions
- Death in service payment
- Flexible working policy

You'll want to grasp this rare and rewarding position with both hands as you have the chance to facilitate critical, life-saving transportation across the world.

Working on behalf of the most remote parts of the globe, you'll be ensuring vital supplies, medicines and personnel get to the communities that need them the most.

As such, your contributions will leave a lasting impact, using your expertise to directly support efforts that transform lives around the world.

So, if you want to make a tangible difference, read on and apply today!

Other organisations may call this role Major Donor Manager, Trusts and Foundations Manager, Fundraising Manager, Philanthropy Manager, High-Value Donor Manager, or High-Value Relationship Manager.

Webrecruit and Mission Aviation Fellowship UK are equal opportunities employers, value diversity, and are strongly committed to providing equal employment opportunities for all employees and all applicants for employment. Equal opportunities are the only acceptable way to conduct business, and we believe that the more inclusive our environments are, the better our work will be.

So, if you want to join us as a Relationship Manager, please apply via the button shown. This vacancy is being advertised by Webrecruit. The services advertised by Webrecruit are those of an Employment Agency.

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