



Legacy Fundraising Consultant - for The Netherlands

Job profile

Closing date

07.01.2023

Shortlisting deadline

15.01.2023

Suggested interview dates

22 | 23.01.2024

Start date

15.03.2024

About Legacy Futures

Legacy Futures is a fast-growing fundraising consultancy helping charities raise more money through legacy and in-memory giving. We help charities create powerful communications and effective strategies that encourage more of their supporters to donate a gift in their will or in memory of a loved one. In addition, we carry out research on legacy markets, provide insights into future trends, and analyse donor behaviour. We also offer training sessions and workshops tailored to both groups of fundraisers and individual clients.

Donations left in Wills are critical to many charities, helping to launch lifeboats, cure cancer, rescue animals and tackle climate change. 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.

In recent months we have been experiencing a sustained period of growth with charities in the Netherlands and across Europe.

In 2022 we set up a European team located in the Netherlands as part of the Legacy Futures group.

At Legacy Futures European branch, we are a small but committed team, who are passionate about legacy fundraising and the difference it makes, both to the donor and the causes they care about.

About the role

We are looking for a new consultant to join our Dutch team and work across legacy giving consultancy, research and training projects mainly in the Netherlands. You will help to develop creative solutions to strategic problems and communicating these back to our clients in a way that they can readily understand and implement.

You will report directly to our senior consultant. to support the delivery of our varied consultancy, research, and training projects.

You will also work when needed closely with our UK colleagues to develop strong client projects and outstanding research to ensure projects are delivered on time, to budget and to the highest of standards.

We are seeking someone who may not necessarily have prior experience in consultancy but possesses the eagerness and mindset to grow within this field and become a core part of our team. As your experience grows, we expect that you will take on more responsibility for winning and managing new consultancy projects as well as delivering them day to day.

The role will be employed on a part-time basis, working 3-4 days (i.e. 24-36 hours) a week, with the possibility to extend this later. Ideally, we would like someone who can work flexibly across the week, but fixed hours on specific days can also be considered.

As part of a fully remote team, this role will be home-based with occasional travel to client meetings in the Netherlands and team meetings in the London. All travel expenses will be paid from your home in line with our expenses policy.

Key responsibilities

Delivering consultancy projects

Taking briefs from the senior consultants and delivering discrete aspects of larger projects on their behalf, including:

- Internal stakeholder research
- Donor insight research
- Desk research into charity offers and market trends
- Data analysis
- Setting up and analysing online surveys
- Distilling data and research insights from multiple sources to produce concise, actionable insights that can be applied by the client.
- Designing and delivering client workshops (both online and face to face) to engage and involve them in the strategic process.
- Reviewing existing client marketing materials and creating succinct, actionable recommendations for improvement.
- Designing and delivering training content, both online and face to face.
- Supporting with consultancy project management during busy periods, including setting up meetings, interviews, presentations etc – liaising with team members and clients as appropriate.

Business development

- Supporting with responses to new consultancy project briefs and developing project proposals.
- Inputting into the development and presentation of new business pitches.
- Developing a network of contacts and relationships to generate new business enquiries.
- Contributing to group marketing activity including writing blogs and articles for the website and social media.
- Attending and speaking at sector conferences and events.
- Contributing to discussions around needs and trends in the sector and how we can develop new offers and products.

About you

Essential

- A strategic perspective, able to develop strong insights from research and data.
- Self-motivated and able to work under own direction without close supervision.
- Ability to juggle multiple projects and deadlines simultaneously.
- Ability to write clearly and engagingly, making complex ideas understandable to a broad audience.
- Good presentation skills, able to deliver both qualitative and quantitative findings clearly.
- A strong client focus.
- Emotional intelligence and the ability to build rapport and connection with a wider range of people.
- Competence in Word, PowerPoint, Excel.
- IT-literate, able to manage a home office without hands-on IT support.
- A good team player, able to work alongside and co-ordinate our team of experienced experts.
- Empathy for the charity sector – both our clients and their supporters.
- Languages: Dutch and English. French would be advantageous.

Desirable

- Interest in developing and selling new project ideas that are compelling, applicable and profitable.
- Experience of consumer research techniques, both qualitative and quantitative.
- Experience of desk research and data analysis.
- Experience of working in a fundraising environment, in particular in legacy fundraising.
- An understanding of agile working methodologies.

Benefits

- The opportunity to work in a professional, flexible and fast-moving environment.
- Doing work that makes a positive difference to our world.
- Working with a team of brilliant, like-minded peers.
- Flexible, home-based work, with the benefits of regular face to face meetings with clients and the team.
- A chance to grow with the job and take on higher levels of responsibility in time.
- 25 days paid annual leave per year.
- A competitive salary of minimum € 3.300 to maximum € 4.800 based on 40 hours.

How to apply

Send us an email with the subject line” [Your Name]/Consultant 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 Lena.vizy@legacyfutures.com. If you have questions about this job profile please reach out to Lena Vizy (T 06 811 38 510) or Arjen van Ketel (T 06 14 44 99 50).

The closing date for the role is 7th January 2024 with shortlisting and interviews taking place in January.

Legacy Futures Group is committed to equality of opportunity, supports and encourages under-represented groups and values diversity. We would particularly welcome applications from individuals who would class themselves within these criteria.

Salary

€ 3.300 - € 4.800 based (based on a full-time role of 40 hours per week)

Hours

3-4 days (24-32 hours) per week

Location

Home-based, within the Netherlands

Start date

15th March 2024