

Fundraising Manager

Fundraising Manager required to work alongside the Chief Executive, delivering an ambitious fundraising strategy. We are a dynamic charity providing aid with dignity to refugees around the world.

The person

- Track record of successful fundraising from individuals, trusts & foundations and large organisations
- A self-starter with a positive outlook that thrives when provided freedom. The Chief Executive will provide direction and support as opposed to supervision.
- Experience maximising potential from social media and digital marketing (website and CRM system)
- A track record showing the ability to introduce and implement new fundraising strategies.
- Someone who enjoys “doing” as opposed to “planning”. We are a small team who have a reputation for delivering great results. We do not have a team of fundraisers to feed strategies to.
- Thrive in a small team where they can make a real difference with an ambition to grow their role inline with our growth plans.
- Great copy-writing skills
- Knowledge of refugee and migration related issues

The role

Overall objective is to implement our new fundraising strategy and deliver on its objectives

Short Term

- a. Drive revenue to support operations.
- b. Help develop and modify a positioning statement (elevator pitch)
- c. Proactively segment and engage with members of our CRM database to convert visitors to one off donors to repeat and recurring donors
- d. Help develop the website to enhance our story, highlight the mission and transparency of funding, communicate our impact
- e. Use of social media to raise profile and awareness of RSE to funders
- f. Develop compelling storytelling and case studies for funders to differentiate and outline advantages of RSE
- g. Help create a fundraisers toolkit
- h. Develop annual grant and trusts & foundations’ action plan, identifying significant grant funding opportunities

Medium Term

- i. Use online platforms to share funding messages

- j. Scope new income streams including crowdfunding, corporate fundraising and major donor giving

Long Term

- k. Help build strategic partnerships with major donors and corporates long-term
- l. Create options for donors to give directly to help specific causes (the '100% model')
- m. Keep the case for support up to date and interesting and based on the outcomes identified

The offer

- Salary of £35,000-£40,000 pro rata
- Part-time (20-25 hours per week)
- Remote working and flexible hours
- Opportunity for role to develop and grow

The charity (1174070)

- Provides humanitarian aid to refugees
- Volunteer-focused organisation with over 1,500 volunteers from over 40 nations
- Currently has centres in Moldova and Cyprus but has also operated in Greece, Bangladesh & Mexico and is built to respond quickly to emergencies
- Reinvigorated Board of Trustees with fresh, [ambitious plans for the next 3 years](#)
- Everything centres around "dignity". Please visit [the website](#) to find out more

This is a new role which has arisen following fast growth and as part of our new strategy to continue helping. Therefore this is a really exciting time, suiting someone who wants to be key to the development of the organisation.