

Corporate & Community Fundraiser

Job description



Fields in Trust protects and champions parks and green spaces in perpetuity across the UK. Established in 1925 we passionately believe parks and green spaces are the beating hearts of our communities with transformational powers to promote access, health and wellbeing, social cohesion and happiness. We work in partnership with landowners to protect their green spaces for good. We also champion and protect our green future at local and national level because the power of parks and green spaces transcends any one government brief and short-term decisions are threatening our longer-term legacy.

We are a small, busy charity with great credibility and big ambitions – and now is an exciting time to join us as we head towards our centenary with new initiatives to broaden our reach and significantly increase our impact, with a refreshed focus on fundraising and engagement as part of that. As such, this is one role of several being recruited.

We work in a hybrid environment and when in the office, have a pleasant, accessible office in Shepherd's Bush, about 300 metres from Central Line and Overground stations (not step free – one step/pavement).

Job Summary

Our current strategy focusses our work on a small number of key locations, where we are aiming to protect significant amounts of parks and green space in perpetuity. Initially these are Liverpool and Edinburgh, with other locations in the pipeline. Alongside the work to deliver the protections, we are running engagement & fundraising campaigns in these cities in order to raise the necessary funds.

Targeting both corporates and local communities, this is an exciting chance for a dynamic, creative fundraiser who will work alongside the Head of Fundraising and other team members to maximise the opportunities these campaigns offer. You will be someone who enjoys a broad and varied role - building networks, meeting people, creating exciting opportunities and delivering projects and events that contribute to the overall campaign.

You'll be a passionate, entrepreneurial fundraising professional who can get 'under the skin' of our work and are keen to make your mark in an ambitious organisation that has a long history and can demonstrate our impact – whilst helping to leave a legacy that will benefit both people and the planet for generations to come.

This is a new role and you will enjoy the opportunity to create and lead on new initiatives as we pilot and trial ideas that can be used in subsequent cities. You'll be a critical thinker, a self-starter and have high standards for yourself and others in order to build trust and loyalty in our new supporters.

Corporate & Community Fundraiser

Job description



Reporting to the Head of Fundraising, you will generate income from companies and community groups, with an overall aspirational target of £250,000 total in each location. This is a full-time role, hybrid working (typically 3 days remote, and 2 days in the office each week), with regular travel to our key locations.

Key Tasks

- Develop strong, mutually beneficial partnerships with businesses in our key locations
- Create exciting fundraising plans and incentives to ensure engagement and participation in fundraising activity within businesses and community groups
- Nurture relationships with community groups and other individuals who can spread the word and support fundraising activities as well as donate themselves.
- Critically assess and maximise fundraising opportunities and deliver against fundraising targets
- Ensure ongoing stewardship and support for the businesses we work with, helping to maintain and grow the partnerships
- Pro-actively seek new business partnership opportunities, managing a pipeline of opportunities and pitching with confidence
- Create engaging assets and materials for charity partnership applications & proposals
- Support the Head of Fundraising to deliver larger partnerships; providing an excellent level of stewardship and collaborating with the wider team to develop a calendar of key corporate fundraising events, campaigns, and activity.
- Attend meetings with corporate partners and deliver presentations, feedback on fundraising outcomes, and communicate impact of support to staff at all levels.
- Work with colleagues across the charity to gather cause information, cases for support and beneficiary stories to support with fundraising applications, proposals, and impact reports.
- Contribute to forecasting and regular reporting, internal planning and budget setting and producing verbal and written reports for senior management as required
- Maintain up-to-date knowledge of fundraising regulations, networks, and developments across the sector, advising on best practice.

Additional information

- Play an active role within the fundraising team and contribute to the development and creation of strategies and campaigns to increase fundraising through all channels
- To undertake any other duties that may reasonably be required to fulfil the duties of this post.
- This is a fixed-term contract as we pilot a number of initiatives, if successful, there is potential for this role to become permanent.

Corporate & Community Fundraiser

Job description



Key Skills

For this role you must have:

- Ambition, creativity & a passion for parks and green spaces
- Excellent verbal and written skills
- Excellent attention to detail
- Experience of managing a range of relationships and the confidence to present/pitch
- Confidence to manage accounts and/or projects, with a supporter centric approach
- Ability & experience of managing multiple projects and priorities with limited supervision
- Ability to work on own initiative and as part of a team, with a willingness to “pitch in” as required in a small organisation
- Ability to work under pressure and to deadlines
- Right to work in the UK

Ideally, you would also have:

- Ability to monitor and maintain a budget
- Experience with databases
- An experience of working in Fundraising or the Charity sector
- A valid driving licence may be helpful

Contracted Hours and Salary

- Role is full time, 1 year fixed-term contract with opportunity to extend
- Salary £26-£33k per year

Employee Benefits

- Annual leave 25 days plus bank holidays and discretionary close over Christmas
- Additional annual leave day accrued for every year of service up to a total of 30 days (plus bank holidays)
- Season ticket loan
- Group pension scheme with matched employer contributions up to 5% salary
- Death in service benefit
- Also support to ensure accessible working and training budget for staff CPD
- 2 volunteering days per year