

Regional Fundraising Manager (Midlands), £39-43k p/a

Here at Action For Humanity (AFH), we are looking for a Regional Fundraising Manager in the Midlands. You will join us on a full-time basis and in return you will receive a competitive salary of £39,000 to £43,000 per annum (depending on experience).

AFH is a charity that aims to provide aid and assistance to people affected by natural and man-made disasters. Our vision is a world of crises-resilient communities. Our mission is to mobilise and respond to emergencies and critical needs through humanitarian, development and peace-building action, helping affected communities survive, recover and build a better future.

As our Regional Fundraising Manager (Midlands), you will take a creative and dynamic approach to income generation, hosting events and challenges in the community, utilising and building their networks, building corporate partnerships, benefitting from CSR schemes, developing long term relationships with high-net-worth individuals and major donors, and forging new business opportunities.

Your responsibilities will include the following:

1. Diversifying income streams and building new partnerships in your region:

- Drive for full maximisation of income generation opportunities across direct response, corporate partnerships, events, grant making, major gift and legacy promotion activities within your region.
- Personally build and manage a “top prospect” list of high-net-worth individuals, organisations, stakeholders, businesses, networks, corporate partners and grant making sources to lead from the front and have a measurable personal impact on fundraising goals in your region.
- Devise and implement a plan to help the charity maximise on a range of funding streams, exploring new and innovative opportunities in your region.
- Identify and support local causes in your region.
- Work towards achieving income targets and KPIs.

2. Supporting and maintaining current fundraising activities in your region & supporting the wider team:

- Develop a volunteer base to deliver the fundraising activities within your region.
- Provide reports for your region’s fundraising activity, including reports for donors, income reports, and working closely with Programmes on developing feedback, programmes update, reports for donors and/or fundraisers.
- Work with cross functional departments on fundraising income reconciliation.
- Support the team with planning and evaluation as required.
- Monitor income against targets and KPIs.

3. Building the charity’s external fundraising profile, and positioning the charity effectively as an impactful, trustworthy and efficient charity of choice for donors:

- Work closely with the **Head of Community Fundraising** and team to effectively communicate the charity’s vision to internal and external audiences, for fundraising purposes.

- Work closely with Marketing to capitalise and build on our new AFH brand with specific focus on income generation from your region.
- Work closely with the Director Fund Development to look at how income generation within your region and surrounding areas can be considered in marketing plans and input into campaigns to ensure they align with the agreed income generation targets.
- Contribute towards building a strong external fundraising profile for the charity, and work with fellow team members, stakeholders, and community organisations.

4. Compliance

- Ensure fundraising policies and procedures are followed.
- Ensure compliance with the Fundraising Regulator's Code of Conduct.
- Act as the risk manager for fundraising for your region.

What we are looking for in our Regional Fundraising Manager (Midlands):

Education

- Educated to degree level, desirable but not essential;
- Qualification in fundraising, sales or business development beneficial but not essential;
- An in-depth current knowledge of all aspects of fundraising and income generation.

Experience

- A proven creative commercial approach to income generation activities, backed up with a strong understanding of the market in your region
- Evidence of a range of innovative ideas and thinking related to income generation
- Proven success with identifying, pursuing and securing new business in the charity sector
- Strong interpersonal skills with the ability to develop, maintain and utilise a network of relationships, including with high-profile, high net-worth and/or influential people
- Strong negotiation and influencing skills
- Ability to plan ahead while also remaining flexible and adaptable to rapid changes
- An excellent planning and project management approach with the ability to ensure varied activity is coordinated and coherent, and to support others in this approach

Skills

- Resilience and the ability to deal with high pressure and difficult situations
- Ability to solve problems quickly and tactfully
- Ability to be a flexible and adaptable team player and leader where necessary
- Strong numeracy skills, with the ability to produce accurate data or reports
- Highly developed and effective verbal, presentation, and written skills

Work environment/conditions

- Remote position
- Occasional travel to Head Office in Manchester, UK & international travel, events, work trips, etc.
- May occasionally be required to work flexible hours, including evenings and weekends.

Languages

- Strong written and spoken English essential.
- Other languages such as Arabic, Urdu or Bengali beneficial but not essential.

Benefits of joining us include:

- A competitive salary of £39,000 to £43,000 per annum;
- All work-related travel and other expenses paid;
- Remote working and flexible working hours;
- 25 days' holiday allowance + bank holidays + your birthday off;
- Matched pension contributions;
- Enhanced sick pay;
- Structured annual performance development review process, which informs annual salary reviews and involves training and development provision;
- EAP with 24/7 access to emotional support including counselling, and legal and financial advice.
- Hundreds of discounts and special offers, for shopping, dining out, joining a gym, and more;
- Opportunities to go on international deployment/field visits, where appropriate;
- Annual away days/retreats involving training, teambuilding, outdoor and social activities;
- Subsidised social activities.

This would be an ideal role for a self-motivated, flexible and dynamic Fundraising Manager looking to make a difference in a rewarding role within a growing charity. We are looking to appoint this role ASAP and will be reviewing applications on a rolling basis. For the best chance of success, please apply today – we would love to hear from you.

All offers of employment will be subject to satisfactory references and appropriate screening checks, which can include criminal records and terrorism finance checks. Action For Humanity also participates in the Inter-Agency Misconduct Disclosure Scheme. In line with this Scheme, we will request information from job applicants' previous employers about any findings of sexual exploitation, sexual abuse and/or sexual harassment during employment, or incidents under investigation when the applicant left employment.

By submitting an application, the job applicant confirms their understanding of these recruitment procedures.