

**Place of work:** Hybrid – Southampton Offices

**Salary:** Band F - £36,912.24 to £40,925.27

**Working days and hours:** 32-37 hours per week (Monday to Friday for 37 hours)

**Role type:** Permanent

**Responsible to:** Head of Fundraising and Development

**Responsible for:** N/A

**Disclosure and Barring Service Check (DBS):** Basic DBS

**Essential driver?:** Yes

Here at No Limits, our mission is **to empower children and young people to reach their full potential through advice, counselling and support**. Our people are key in supporting us to achieve our aims and your role in this is outlined below.

We particularly welcome applicants from diverse backgrounds and those with experiences similar to the children and young people we help and support. We are committed to creating a diverse environment where people can be their authentic self, experiences and opinions are valued, and we all are open to learn from each other.

## About the role

We're looking for a Fundraising Manager to take our individual, community and corporate fundraising to the next level. Building on our existing fundraising and partnerships, you will build and deliver a strategy that maximises income through creative engagement and strong stewardship, ensuring a pipeline of unrestricted income.

## About you – knowledge, skills and experience

To apply for this role, we are looking for:

- ✓ Demonstrable experience in a fundraising role, with a track record of delivering results
- ✓ Experience developing and implementing successful fundraising strategies or plans
- ✓ Proven ability to meet and exceed income targets
- ✓ Experience designing and managing effective supporter journeys
- ✓ A track record of building and nurturing successful fundraising partnerships
- ✓ Creativity and innovation, with the ability to generate fresh ideas to attract and engage donors
- ✓ Strong interpersonal skills, with the ability to build positive relationships with internal teams and external stakeholders
- ✓ A collaborative approach, thriving in a busy, team-focused environment
- ✓ Self-motivated, with the ability to work independently using initiative
- ✓ Flexible and adaptable, able to respond to changing priorities
- ✓ Strong team player with a proactive and positive attitude
- ✓ A genuine commitment to No Limits' values and mission
- ✓ A strong understanding of, and commitment to, equality, diversity, and inclusion
- ✓ Willingness to actively engage in ongoing learning and professional development
- ✓ Flexibility to work outside standard hours when required to meet organisational needs

## You may also have:

- ✓ Confident public speaker, with experience presenting to a range of audiences
- ✓ Experience promoting fundraising campaigns across digital and offline channels
- ✓ Familiarity with using a fundraising CRM to manage data, track activity, and support income generation
- ✓ Educated to degree level (or equivalent experience)
- ✓ A relevant professional qualification in marketing, fundraising, or a related field (desirable)

Please include on your application form other relevant knowledge, skills and experience which can be from work, volunteering, education or personal experience. We value growth and may make recruitment decisions where not all essential areas are met, but you're able to show an ongoing commitment to learning and development.

## Main duties and responsibilities

- Create, deliver and regularly review a fundraising strategy incorporating individual, community and corporate fundraising
- Maintain and build existing community and company partnerships through effective stewardship
- Network and build connections across the city with community groups and companies
- Manage and build No Limits' individual supporter base, strengthening the supporter journey
- Attend relevant community events to raise awareness and attract donations
- Develop new ideas, campaigns and fundraising activities
- Work closely with communications colleagues to create and promote fundraising campaigns, increase funds raised through social media and ensure website content is fundraising-focused.
- Review, recommend and manage appropriate CRM software to ensure effective stewardship
- Support with Trusts and Foundations grant applications and tenders when needed.
- Monitor performance, impact and trends and adapt approaches to maximise income and engagement

## General

- Keep up to date with knowledge, issues and external developments that may impact on the organisation.
- Ensure that statutory and legal obligations are met.
- Demonstrate work practice that encompasses an appreciation and awareness of No Limits policies and procedures, and to ensure that all staff adhere to these practices and procedures.
- Attend training and meetings as required and participating in regular supervision.
- Demonstrate an ongoing commitment to the safeguarding of children, young people and vulnerable adults.
- Support the implementation of No Limits organisational strategy, promoting our mission and values through delivery of your personal objectives.
- Ensure personal knowledge and skills are updated to ensure effectiveness in meeting work requirements.
- Undertake any other duties as may be reasonably prescribed by No Limits, appropriate to the scope and grade of the role.

The purpose of this job description is to focus on the main responsibilities of the role. These duties and responsibilities may, within reason, change at the discretion of No Limits.