

**Likewise**

# **Fundraising Lead (Trusts & Grants)**

## **Information Pack**



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## **KEY INFORMATION**

- Salary: FTE £35,000 per annum, pro rata £28,000
- Holiday: FTE 28 days + bank holidays, reduced pro rata for 4 days
- Pension: 5% employer contribution
- Hours: 4 days a week (30 hours), flexible, hybrid
- Based: Remote and Camden
- Contract type: Permanent, part time

## **ROLE DESCRIPTION**

We want someone to join our team and develop our fundraising. We think this will be primarily through trusts and grants but would love to build a really creative approach to fundraising and generating the income we need to sustain and grow our services and programmes.

We've been successful in securing grants from trusts and foundations in recent years, including Lankelly Chase, Tudor Trust, Big Lottery, Power to Change and Lloyds Foundation. This income is now reducing as we come to the end of the life cycle of the grants, so you'll need to create and develop our fundraising strategy alongside our directors and programme leads.

We need someone with a successful background in trusts and grants fundraising to build on our historical success, and who is entrepreneurial and keen to spot and develop other fundraising and income generating opportunities too. This might look like local corporates, community or major donors to support our community hub.

## Key Responsibilities Include:

- Developing and implementing fundraising strategy alongside directors and programme leads.
- Developing and submitting persuasive, ambitious and well written funding applications to charitable trusts and foundations.
- Researching prospective funders and spotting fundraising opportunities.
- Building on and stewarding existing relationships with key funders to maximise income.
- Cultivating relationships with new charitable trusts and foundations, funders and government departments, and ensuring funding approaches match their interests and priorities.
- Working with the internal team to identify projects and areas of work that would be appropriate for funding applications and would resonate with funders.
- Developing bids alongside project design, helping to facilitate and join up this thinking.
- Writing reports and updates to keep funders informed of the impact of their support.
- Developing great communications materials.

## About Likewise

Likewise is an innovative social care and mental health charity working at the heart of the Camden community to support individuals experiencing marginalisation and social exclusion.

Our culture is all about being human together. More human organisations do more human work. We put a lot into having authentic relationships, work hard to support each other's sense of belonging and love learning together through the work we do.

Our three strands of work are:

- **Community** – building safe spaces for people to be themselves, and feel a sense of belonging, connectedness and acceptance.
- **1-to-1 Support** – flexible, person-centered support to meet the complexity a person experiences in their day-to-day life, whether at home or out in the community.
- **Shared Learning** – providing experiential learning and formal training opportunities that support personal wellbeing and skills development, primarily through our volunteer and placement student programmes.



## OUR WAYS OF WORKING

### **Flexibility**

We believe in everyone's intrinsic motivation to do their best work and trust each other to manage working time in the way that best serves the work we're doing. Everyone is free to structure their working hours and time in a way that both suits their life and their professional role. Everyone wants to get the most from both.

### **Bring your whole self to work: It's all welcome.**

Our hope is that every person who joins our community – whether as a staff member, client, volunteer or supporter – can feel safe to be themselves and our commitment is to creating working spaces and relationships where this is possible.

We're passionate about creating a workplace that promotes and values diversity, inclusion and belonging. Organisations that are diverse in age, gender identity, race, sexual orientation, physical and mental health, ethnicity and perspective are vital to our communities.

## **About You**

We're looking for someone who is:

- Good at creating opportunity, taking opportunity and getting things done.
- Curious and open to learn – about our work, our values and about their own development.
- Willing to step outside their comfort zone – and join a work culture that's all about openness, challenge and learning.
- Passionate about people and relationships – and keen to work in an environment where there is connection with a diverse range of individuals.



You will:

- Have experience of obtaining and managing significant partnerships with leading trusts and foundations including understanding their needs and developing personalised relationships.
- Have a proven track record in trust fundraising including strategy implementation, leading on applications and winning multi year grants of more than £100k.
- Have up to date and thorough knowledge of the principles and practice of trust and statutory fundraising, major trust and statutory funders' grant criteria and of the general trust and statutory fundraising landscape.
- Be an excellent communicator and relationship builder.
- Love writing, talking, persuading and building a case.
- Be a deep listener.
- Be able to spot patterns, make meaning and pay attention to what might be emerging in-between people and organisations.
- Hold yourself accountable, be self-managing, take responsibility and be an inter-dependent team member.

You might also have experience in:

- Marketing and communications
- Corporate or major donor fundraising
- Business development and sales



# **Your Application**

To apply for this role, please send your CV and covering letter to [contactus@likewise.org.uk](mailto:contactus@likewise.org.uk) with subject head "Fundraiser".

The deadline for applications is 10am on 30th June.

Your cover letter should be a maximum of 800 words and include:

- What is at the heart of your offer to Likewise and this role in terms of skills, competencies, and values?
- A reflection on what you have learned about relationships in the context of fundraising.

The recruitment process will include a selection workshop, followed by a presentation and interview.

Feel free to get in touch via the above email address with any questions or for an informal chat if you'd like to find out more.

