

Job Description

Job title: Fundraising Manager

Reports to: Glasgow SE Foodbank Manager

Responsible for: Fundraising management for Glasgow SE and Glasgow SW Foodbanks

Salary: £35,000 to £38,500

Full-time: 35 hrs **Fixed Term:** 2 years

Introduction: At Glasgow South East and Glasgow South West Foodbanks we share a vision of a future Glasgow where there is no need for people to attend foodbanks. We are working towards this ambition and are continually looking at ways to assist our foodbank users to achieve this. Meanwhile until we reach our objective, there will continue to be a need for emergency food assistance and with the cost of living crisis there is a downwards trend in donations to our foodbanks. There is therefore a need to employ a Fundraising Manager to identify new income sources and drive our financial support, enabling the foodbanks to continue to support those most impoverished in our communities.

- This is an exciting opportunity to join Glasgow South East Foodbank and help to shape both Glasgow South East and Glasgow South West Foodbanks to overcome the funding challenges which lie ahead.
- In order to realise this ambition, we need to increase our combined annual fundraised income/turnover.
- Through this new organisational role, you'll proactively create and grow fundraising income opportunities with individuals, community groups, local businesses and grant giving trusts and foundations. You'll be at the heart of our local community, bringing our cause to life and building lasting donor relationships.
- Through your fundraising expertise, you will have a proven track record of building relationships with individuals, community groups, local businesses, trusts and foundations and other donors to achieve and exceed annual income targets and KPI's. you'll have the capacity to create and deliver compelling fundraising activities, communications, proposals and appeals that successfully engage and attract donations from new and existing supporters.
- This role will be employed and managed by Glasgow South East Foodbank, but it will equally support fundraising income growth across both Glasgow South East and Glasgow South West Foodbanks.
- This is a full-time role and the expectation is that the person in the role would base themselves at both Foodbanks throughout the working week. Hybrid working (based predominantly in the Foodbanks and partly from home) will also be considered. Some evening and weekend working may be required to fulfil the role e.g. promotion of the Foodbank, community events.

Key Responsibilities:

- Through excellent, comprehensive and considered research, you'll identify and prioritise a pool of potential local Trusts and Foundations funders. Working with colleagues, you'll develop authentic, compelling, creative and winning funding bids that can successfully engage new and existing Trusts and Foundations funders.
- Through the creation and delivery of engaging and compelling fundraising activities, appeals and communications, you will grow our income and pool of individual supporters making one off or monthly donations. You'll explore and implement ways of promoting our Foodbanks across the community to successfully attract an ever-greater number of individual donors.
- You'll engage with local community groups, associations, events, schools and businesses to grow our fundraising reach and income.
- You will develop, monitor and manage a fundraising portfolio capable of generating sufficient income to sustain the 2 Foodbanks. This will include establishing and leading supporter relationships and, where appropriate, to support other senior stakeholders in leading such relationships.
- You'll establish a fundraising pipeline for both Glasgow South East and Glasgow South West Foodbanks, incorporating a range of KPI's that can be tracked and that will enable you to make informed projections regarding future income.
- You will review and finalise the KPIs to be set by the managers of the Glasgow South East and Glasgow South West Foodbanks.
- Every month you will report on progress against the fundraising project objectives, outputs and KPIs. Every 6 months you will input to a report for the Trussell network.
- You'll forge strong relationships with colleagues across the wider Trussell network, sharing best practice and learning from other charities across the network. You'll proactively take advantage of any fundraising training and skills development opportunities and engage with any joint fundraising opportunities.