

## **JOB DESCRIPTION**

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|---------------------|-------------------------|
| <b>POST TITLE</b>   | Head of Fundraising     |
| <b>REPOSIBLE TO</b> | Chief Operating Officer |
| <b>SALARY</b>       | £42,000 - £50,000       |
| <b>LOCATION</b>     | Leith, Edinburgh        |
| <b>WORK PATTERN</b> | Full Time, 37.5hrs      |
| <b>CONTRACT</b>     | Permanent               |
| <b>LINE REPORTS</b> | 4                       |
| <b># OF POSTS</b>   | 1                       |

### **About Street Soccer**

Street Soccer is a charity using football to create lasting change in the lives of isolated and excluded adults and young people. We run 60 sessions a week of free, inclusive and judgement-free football. These sessions provide person-centred support to players facing a number of challenges including mental health, homelessness, long term unemployment, problem substance use, criminal justice and seeking asylum. Our mission is to create hope and opportunity for all.

We support thousands of players a year on their journey to positive change by providing a safe space, trusting relationships and a sense of belonging. We fight isolation and exclusion by bringing people together, building confidence and creating supportive communities. We support people of all ages and backgrounds through relationship-based support, focusing on trust and personal development, supporting everyone to set and achieve their own goals. Thanks to the support of Street Soccer, 82% of players say that their quality of life has improved.

Lived experience is at the heart of what we do, with over 80% of our staff having lived experience of the challenges our players face.

97% of players think that Street Soccer is a unique organisation. With over 16 years of experience delivering positive change through football, we are now working in more communities than ever, with city hubs in Edinburgh, Glasgow, Dundee, Aberdeen and South London, as well as a network of sessions across 6 other local authorities.

### **Role Purpose**

The Head of Fundraising leads Street Soccer's fundraising function, with responsibility for the strategic growth and diversification of income across Grants & Trusts, Philanthropy,

Individual Giving, Social Enterprise (Change Centre Dundee and Kitback), Earned Income, Events, Sponsorship & Corporate Partnerships.

Reporting to the Chief Operating Officer and sitting within the leadership team, this role develops and delivers a multi-year income strategy that supports Street Soccer's continued growth across Scotland and London. In line with our new strategic priorities, it will build the resilience and diversity of income the organisation needs to sustain its work with isolated and excluded adults and young people.

The successful candidate will bring established sector knowledge and a strong network of relationships across funders, corporate partners and the wider third sector, opening doors and creating opportunities that accelerate Street Soccer's income growth.

Street Soccer value work life balance and are happy to discuss part-time hours, job share and flexible working.

### **Main Duties & Responsibilities**

#### **Strategy & Leadership**

- To develop and deliver a multi-year fundraising strategy, agreed with the CEO, COO and Board, covering all income streams.
- To lead, manage and develop a team of 4, including Grants & Trusts, Partnerships, Change Centre Dundee and Kitback.
- To set and manage income targets and budgets across the team, reporting regularly on performance to the COO and CEO.
- To sit within the leadership team, contributing to organisational strategy beyond fundraising.
- To lead a joined-up approach to fundraising across the organisation.

#### **Grants & Trusts & Philanthropy**

- To support the Grants & Trusts Manager on pipeline of trust, foundation and funding applications, working with delivery teams to evidence impact.
- To unlock new opportunities with restricted funders.
- To oversee funder reporting, ensuring compliance with grant conditions and strong ongoing relationships with funders.
- To lead major donor and philanthropic giving, building relationships with high-value supporters.

- To deliver Street Soccer's individual giving programme, including regular giving and one-off donations to grow a sustainable base of individual supporters.

### **Partnerships & Sponsorships**

- To work with the CEO, COO and Partnerships Co-Ordinator to build corporate partnerships, sponsorship income and earned income opportunities across the organisation.
- To secure annual sponsorship for our Homeless World Cup programmes.
- To hold and develop relationships with Street Soccer's highest-value corporate partners.
- To lead the commercial delivery of flagship events including securing sponsorship, table sales, procurement of auction prizes and in-kind support whilst working with the operations team on event delivery.

### **Social Enterprise**

- To grow venue hire, sponsorship, events and commercial partnerships at Change Centre Dundee.
- To grow our pre-loved football shirt resale enterprise Kitback, through private and corporate donations and sales income (both online in person).
- To set and monitor commercial targets for both social enterprises, ensuring they operate sustainably and in line with Street Soccer's mission.

### **Person Specification**

| <b>Criteria</b>                                                                                                                                                                | <b>Essential</b> | <b>Desirable</b> |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------|------------------|
| <b>Qualifications</b>                                                                                                                                                          |                  |                  |
| A valid Protecting Vulnerable Groups (PVG) certificate or the ability to obtain upon successful interview                                                                      | <b>X</b>         |                  |
| Relevant qualification in fundraising, marketing or business                                                                                                                   |                  | <b>X</b>         |
| Membership of Chartered Institute of Fundraising or other relevant organisation                                                                                                |                  | <b>X</b>         |
| <b>Experience</b>                                                                                                                                                              |                  |                  |
| Significant senior experience across multiple income streams, including grants & trusts, major donor fundraising, corporate partnerships, or social enterprise/trading income. | <b>X</b>         |                  |

|                                                                                                                                                                                     |          |          |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|----------|
| An established network of relationships across funders, corporate partners and/or the third sector, with a track record of converting relationships into income                     | <b>X</b> |          |
| Experience setting and managing income budgets and targets, and reporting to COO/CEO                                                                                                | <b>X</b> |          |
| Experience overseeing a social enterprise or trading arm within a charity                                                                                                           |          | <b>X</b> |
| Experience of the third sector in Scotland and/or London                                                                                                                            |          | <b>X</b> |
| <b>Knowledge</b>                                                                                                                                                                    |          |          |
| Knowledge of the issues affecting socially disadvantaged adults across Scotland and/or London                                                                                       |          | <b>X</b> |
| Knowledge of fundraising rules and regulations including the Good Fundraising Guarantee                                                                                             | <b>X</b> |          |
| Strong understanding of the UK charity funding landscape                                                                                                                            | <b>X</b> |          |
| Understanding of social enterprise models                                                                                                                                           |          | <b>X</b> |
| Understanding of regulatory frameworks                                                                                                                                              |          | <b>X</b> |
| Comfortable with the use of computer systems, including M365 and CRM software                                                                                                       | <b>X</b> |          |
| <b>Skills</b>                                                                                                                                                                       |          |          |
| Ability to develop and deliver an income strategy across diverse income streams                                                                                                     | <b>X</b> |          |
| Strong relationship-building skills with donors, funders, partners and corporates                                                                                                   | <b>X</b> |          |
| Able to work under pressure and deliver results to tight deadlines                                                                                                                  | <b>X</b> |          |
| Ability to generate and manage own workload with minimal supervision                                                                                                                | <b>X</b> |          |
| To work effectively within a team; promoting and contributing to effective communication and working effectively in partnership with other professionals                            | <b>X</b> |          |
| Ability to establish and sustain trust and confidence with colleagues, players and the public promoting and representing Street Soccer positively and professionally at all levels. | <b>X</b> |          |
| Flexible, creative approach to workload and problem solving                                                                                                                         | <b>X</b> |          |
| Able to analyse, interpret and deliver information with clarity                                                                                                                     | <b>X</b> |          |
| <b>Values</b>                                                                                                                                                                       |          |          |
| Genuine commitment to Street Soccer's mission and the communities it supports                                                                                                       | <b>X</b> |          |

|                                                                                                                 |          |  |
|-----------------------------------------------------------------------------------------------------------------|----------|--|
| Has empathy for the issues and barriers facing those with complex needs from socially disadvantaged backgrounds | <b>X</b> |  |
| Honesty, openness and compassion                                                                                | <b>X</b> |  |
| <b>Other</b>                                                                                                    |          |  |
| Full UK Driving license with less than 6 penalty points                                                         | <b>X</b> |  |
| The willingness to work events and weekends where required                                                      | <b>X</b> |  |
| The willingness to travel where required                                                                        | <b>X</b> |  |

Our staff team are dynamic individuals who enjoy working in an exciting and challenging but very rewarding environment. Street Soccer is a growing organisation, and we require people who can think on their feet, are willing to accept change and are committed to continuing their professional development. There will be times where you will be required to work on tasks and projects outside of the job description including evening and weekend work. The successful candidate will be enthusiastic and committed to supporting the overall aims and objectives of Street Soccer.

This role will be primarily based working in the community and will require significant travel across the area that you are responsible for. We are always happy to discuss more formalised solutions that allow people to balance their working lives with their responsibilities outwith work.

This job description is a general outline of the above post, and it is not exhaustive. This job description is subject to periodic review with the postholder. Duties may change in line with the organisational changes and of the postholders own personal development.

The role title used in this job description is for external recruitment purposes only and is subject to change at job offer stage.

If you require anything in a different format (e.g. printed, large print, plain text etc) or if you have any other access needs, please do get in touch via [cameron@streetsoccer.org.uk](mailto:cameron@streetsoccer.org.uk) and we will do our best to accommodate these.

We welcome and encourage applications from everyone regardless of their socio-economic background, criminal justice status, age, sex, race, religion or belief, sexual orientation, gender identity, ethnicity, disability or nationality.