



Food bank fundraising role Job description & person specification

Remuneration: £40k depending on experience

Working hours: Full time 35 hours per week

Location: Remote and St Margaret's Church, Barcombe Ave, SW2 3BH. We will be moving location in January 2025 to 155 Tulse Hill, London SW2 3UP

Expected start date: As soon as possible

Overall responsibility to: Food bank Manager

To apply: Please send your CV with the names of 2 referees and an A4 cover letter outlining your current fundraising experience and explaining why you would be suitable for this role to: office@norwoodbrixton.foodbank.org.uk

Closing date for applications: 18th November

Overview

Norwood and Brixton Foodbank opened in 2011 and is part of the Trussell network of foodbanks - a nationwide network of foodbanks which together provide emergency food and support those effected by poverty with food beyond the food parcel and we campaign to end the need in UK for foodbanks.

Norwood and Brixton Foodbank works in partnership with Waterloo foodbank forming the Lambeth partnership of foodbanks and works in boroughs of Lambeth and Croydon.

Intro:

- In order to realise this ambition, we need to establish a new programme of fundraising growth, that can increase our annual income by £150 - £200k
- Through this new organisational role, you'll proactively create and grow fundraising income opportunities with individuals, corporate partners, granting giving trusts and foundations, and community groups. 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 corporate partners, individuals and other donors to achieve and exceed annual income targets and KPI's. You'll have the capacity to create and craft compelling proposals and appeals that successfully engage and attract donations from new and existing supporters.

Key Responsibilities:

- You'll proactively identify, engage and build good relationships with prospective corporate donors, successfully securing them as funding partners. Alongside this you'll deepen engagement and grow our relationships and partnerships with existing corporate donors.
- Working with colleagues across Norwood and Brixton Food Bank, you'll develop authentic, compelling, creative and winning funding and partnership proposals that can successfully engage corporate partners and align with their needs, motivations, areas of interests and values.
- Through the design and delivery of excellent, engaging and regular stewardship communications and powerful fundraising appeals alongside establishing the associated data and systems, you will grow our income and pool of individual supporters making one off or monthly donations. You'll also explore and implement ways of promoting Norwood and Brixton Food Bank to successfully attract an ever-greater number of individual donors.
- You'll work with and support external consultants and colleagues across the wider Trussell Trust network to help secure fundraising partnerships and income from grant giving trusts and foundations.
- You will develop, monitor and manage a fundraising portfolio capable of generating in excess of £200,000 per annum. You'll establish a fundraising pipeline, including a range of KPI's that can be tracked and that will enable you to make informed projections regarding future income.
- You'll forge strong relationships with colleagues across the wider Trussell Trust 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.

Person specification: Fundraiser

	Essential	Desirable
Job Knowledge and experience	<ul style="list-style-type: none"> ● Proven experience of working or volunteering within a not-for-profit organisation/other food bank ● You'll have strong experience of corporate partner and individual giving fundraising ● You'll have an understanding of other areas of fundraising, such as grant giving trusts and foundations fundraising and fundraising from community groups and associations. ● You'll have experience of setting, managing and reporting against fundraising KPI's. ● You'll have experience of working with, supporting and overseeing external consultants. 	<ul style="list-style-type: none"> ● Experience of working as a team, and also working remotely and unsupervised.
Skills	<ul style="list-style-type: none"> ● Highly proactive, with great organisational and time management skills. ● Good written and spoken English ● Excellent written and verbal communication and relationship management skills, you will inspire and motivate existing and prospective supporters, providing excellent stewardship and crafting compelling and winning funding proposals and appeals. ● Proven people management skills ● You'll be tenacious and able to embrace, develop and shape a new role. ● You'll be well organised, proactive, and a self-starter who is able to self-motivate. ● Good interpersonal skills ● Confident with a range of IT applications including databases ● Good at working with diverse community groups. ● Be confident in talking to people from all parts of community and be non-judgemental. ● Self-motivated and able to carry out responsibilities with minimum supervision. Ability to think on your feet and problem solve. 	<ul style="list-style-type: none"> ● Ability to understand the food bank's vision and purpose, translating it into motivating and inspiring volunteers

	Essential	Desirable
Other Attributes	<ul style="list-style-type: none"> • Fully committed to the values of the Trussell Trust • Flexible and self-motivated • Committed to partnership • You'll be able to demonstrate empathy for people from disadvantaged, marginalised or socially-excluded backgrounds. 	<ul style="list-style-type: none"> • A good awareness of UK food poverty trends

We are a charity founded on Christian principles. Not every member of the team is a Christian, but we all subscribe to the same values and hope that new team members will too.

Ends.