



Good Faith Fundraising Manager (Trusts and Foundations)

Location: Fully remote with flexible working arrangements

Salary: Up to £37,100 per year FTE, dependent on experience

Contract: Full time, permanent. We are open to this role being full-time or part-time (at least 0.6 FTE). If part-time, the role would likely be more exclusively focused on the Warm Welcome campaign.

Closing date for applications: Wednesday 10th April 2024, 11:59pm

First interviews: w/c 22nd April 2024 or w/c 29th April 2024. Successful candidates will be informed of their interview date and time.

Start Date: ASAP

About the Good Faith Partnership

At Good Faith Partnership (GFP), we create solutions to society's most difficult problems. Our clients are diverse and complex, from the Foreign, Commonwealth and Development Office to faith-based organisations, businesses, charities and funders. We connect businesses, governments, charities, philanthropists, foundations and communities to make lasting change - from incubating projects like the Warm Welcome campaign, helping support the Home Office's Homes for Ukraine Scheme or co-ordinating public affairs for the Patriarch of Jerusalem in the UK, US and EU.

We are relational, ambitious, curious and solution-focused. At our core, we believe in the power of strong, unlikely relationships, to drive positive social change.

We were founded in 2016 and are at a critical juncture as we expand and grow.

Who we want on our team

The core competence of everyone in our team is the ability to build trusted relationships among people with diverse perspectives and backgrounds.

We are looking for people who are:

- Exceptional with people and committed to the power of relationships to facilitate social change
- Relational, ambitious, curious and solution-focused, aligning with our core values



- Self-starters with high levels of drive, energy and determination to build a vision from scratch
- Curious and show initiative, with problem-solving skills and an ability to learn quickly and adapt to a rapidly changing context
- Calm under pressure, and can adapt quickly in a fast-paced environment
- Skilled at working in a complex environment with cross cultural, interfaith and political partners
- Willing to pitch in to help other team members if needed
- Organised with strong time management skills.

The Opportunity

This is an exciting opportunity for an ambitious and proactive individual to work within a small, friendly and dynamic team. **If you like a varied role and are looking for the potential to continue to grow your Trust and Foundations experience to support work that makes a genuine difference to people's lives, this could be the role for you.**

We are looking for a Fundraising Manager to work predominantly on the [Warm Welcome Campaign](#), whilst also supporting wider fundraising efforts within the [Good Faith Partnership](#). The role will work primarily on Trusts and Foundations, supporting other areas of work within the fundraising function, as necessary.

Joining during an exciting period of growth, you will be inheriting a pipeline of passionate funders who have supported the establishment and rapid growth of the Warm Welcome Campaign since 2022. At the same time, there remains a wealth of funders yet to be approached and relationships to be developed.

You will be responsible for securing significant income for the Warm Welcome Campaign from a variety of sources, mainly from Grant-making bodies. This will involve identifying new opportunities, managing donor relationships and producing compelling communications to promote the work of the Warm Welcome Campaign and the Good Faith Partnership. Reporting to the Development Director, you will work closely with them and other Senior Directors to maximise income potential.

We are also interested in expanding our fundraising with a focus on individual giving, community and corporate fundraising and would value your expertise in these areas.



We have a CRM which will support your activity in:

- Developing and maintaining fundraising systems to ensure excellent donor relationships, maintenance and development
- Identifying trust and foundation opportunities and overseeing the process of grant applications to prospects and funders as well as reporting and communicating with funders.
- Supporting colleagues in identifying and cultivating relationships with current and potential donors.
- Overseeing other Warm Welcome fundraising efforts as appropriate

This role will also be responsible for supporting wider efforts at the Good Faith Partnership in relation to fundraising, including:

- Supporting colleagues on other GFP projects in fundraising efforts, and scoping funding opportunities for potential new GFP projects.
- Supporting the Good Faith Foundation (the linked charity of the Partnership) in relation to relevant fundraising efforts

Person specification

Essential experience

- Successful experience of Trust and Foundation fundraising
- Experience of donor management and building/overseeing fundraising systems

Desirable experience

- Experience of successful income generation from areas outside of Trusts and Foundations
- Experience of fundraising from both faith-based and secular funders

Abilities and Understanding

- Understanding of funder needs, criteria and the ability to apply this understanding when preparing quality applications and funding reports.
- Ability to communicate across a range of mediums, to a range of audiences.
- Ability to develop and maintain relationships with trustees as well as trust and foundation staff.
- Ability to apply the use of thorough research in prospect and funder communications.
- Understanding the value of accurate record keeping and the ability to create high functioning, accessible systems for the whole team's use.



- Highly organised with accurate record keeping and ability to prioritise work to ensure deadlines are met and opportunities are maximised
- A strong team player who is flexible, positive and responds with strong influencing and negotiation skills and a commitment to the organisation and team working.
- All candidates will need to be competent with Google Suite and Microsoft Office
- Able to use a CRM for pipelines, relationship development, reporting and evaluation

Further Details

- Members of the Good Faith team are predominantly based near London, Reading and Bristol. Applicants must be able to travel to London once a month for a Tuesday full team meeting, and to London, Reading or Bristol once a month for coworking.
- This role is fully remote, with flexible working arrangements.
- To apply, please send a cover letter (max 1 side of A4) outlining why you believe you are a good fit for the role, along with a CV to people@goodfaith.org.uk by **Wednesday 10th April 2024, 11:59pm**. Please use 'Application for Fundraising Manager' in the email subject line.
- We'd be very happy to answer any specific questions relating to this role - please email us on people@goodfaith.org.uk with 'Query for Fundraising Manager role' in the email subject line and we'll get back to you as soon as we can.
- If you disclose a disability during your application process and you meet the minimum criteria for the role, we will contact you to discuss any reasonable adjustment you might need at the interview. If you wish to disclose a disability, please do so in your covering letter.
- All employees, volunteers, partners, suppliers and consultants working with GFP are expected to adhere to our [Code of Conduct](#) and [Safeguarding](#) policies. GFP's commitment to safeguarding means we seek to ensure that no harm comes to people as a result of contact with the organisation's programmes, operations or people.
- For more information, see www.goodfaith.org.uk or find us on twitter at [@goodfaith](https://twitter.com/goodfaith)