

Business Development & Fundraising Lead

Project: Fundraising/ Business Development

Job Title: Business Development & Fundraising Lead

Date: 6th May 2026

Location: 3Space, 37 Warren Street, London W1T 6AD

Hours and Pay: 8 hours per week for 12 weeks (ASAP in May - 30 Jul 26) at £31.25 p.h (£250 p.d)

About the role:

We are at a pivotal point in our growth journey. We started as a small climate not-for-profit working solely in the borough of Camden, but have now grown, working in other boroughs (beyond Camden) with a greater reach and impact. We can only continue with this vital work if we secure additional funds and grants.

This role will be dedicated to finding relevant funds and grants, crafting compelling copy, and submitting applications.

In addition, you will be researching and connecting with Heads of ESG (and Sustainability) initially from large developers such as British Land, Wates, Vinci, Land Securities etc who are building large projects in Camden, Brent and Westminster and who have to commit a percentage of their budget (typically 10%) to local projects with 'Social Value'. We have a proven track record of success in delivering community projects, particularly with hard-to-reach communities on housing estates, and we see this as an opportunity to help these large developers deliver on and meet their social value commitments, particularly at a local level.

You will need to demonstrate through a compelling story, based on our achievements and a menu of potential projects ranging from £50k to £100k, that we are the organisation to do that.

Your experience will play a key role in helping us to secure the funding to enable us to reach more of London's communities.

Role KPIs:

- Research available funds & grant opportunities
 - Utilise our subscription to the Directory of Social Change to find these opportunities
- Improve our success rate from 1 out of 10 applications to 3 out of 10 applications
 - By securing at least 2 Social Change projects
- Craft compelling copy based on the projects we can deliver
- Apply to at least 3 fund or grant opportunities per week
- Refine our menu of projects that can help developers meet their Social Change commitments
- Connect with Heads of ESG & Sustainability from housing developers and send them a bespoke list of projects we can deliver, locally to their project, based on what they have stated they need in their Sustainability reports

You will be reporting to the Head of Projects & Business Development, Ned Collier, working closely with him to deliver these KPIs. You will also be working with the Founder and Head of Imagination, Debbie Bourne to craft our offering in a way that is both compelling and attractive to funders.

Essential Skills

- Extensive experience in fundraising applications for third-sector organisations
- A proven track record of success with your applications
- Interest in and passion for climate justice/action
- Excellent project management skills
- Good IT skills, familiarity with Google Workspace, and Microsoft
- Excellent use of written and spoken English
- Attention to detail
- Willingness to be on a work WhatsApp group

Personal Attributes

- Friendly and welcoming
- Willingness to learn
- Ability to work autonomously and as part of a team
- An inclusive and kind way of being

Requirements

- Ability to work in the office, but occasional working from home is permitted
- Using your own laptop

About Think & Do:

Think & Do is a climate and social action organisation based in the London Borough of Camden. We work on a range of projects across London that tackle environmental and social issues. Within our work, we put a focus on imagination as a key driver for finding solutions and aim to work on projects that have an element of fun to bring joy to the communities we work with and ourselves.

Our Vision

Create a community ecosystem that is resilient and responsive to climate and social injustice. Find and implement creative solutions to challenges identified at a community level and respond to them collectively.

Our Mission

Think & Do will connect and activate the community through pop-ups, events, exhibitions, webinars, and projects designed, led, and run by committed individuals. This will take place in partnership with local organisations, Property Developers, Councils, residents, schools, businesses, and the whole community.

If you are interested in applying, please email Ned at: ned@thinkanddocamden.org.uk
