



All People All Places – Community Fundraising and Partnerships Coordinator

Our Mission:

All People All Places (APAP) is a registered charity founded in 2010. APAP is a small and locally focused homeless charity supporting individuals and households that are facing housing crisis across Enfield and Haringey.

APAP's mission is to tackle homelessness as it presents locally by addressing issues of poverty and marginalisation. Through our services we:

- **Provide** respite to those rough sleeping
- **Support** individuals through and beyond housing crisis
- **Prevent** people from experiencing the devastating effects of rough sleeping

Our day centre service is currently open three days per-week offering respite, food and somewhere safe to be for anyone facing street homelessness. It provides advocacy and casework services to those who are vulnerably housed or homeless, supporting them to address their individual crisis and the underlying causes. We also provide a small year round night shelter provision.

APAP works in close partnership with a number of key agencies locally including drug and alcohol teams, street outreach services, local authority housing teams and the wider VCS. We are a gateway service in the community through which our clients can access a range of support.

Job Details:

Job Title: Community Fundraising and Partnerships Coordinator

Reports to: CEO

Hours: 22.5hrs p/week / 0.6 Full Time Equivalent (FTE) / 3 days p/week - Days negotiable

Location: Hybrid – On site in Edmonton, Enfield with some work from home.

Contract: 12-month fixed term to 31/05/26. Scope to extend, subject to funding.

Salary: 22.5 hours per week - £19'200 per annum. This role is a part time role, 3 days per week. The full-time equivalent salary is £32'000 for a 37.5 hour working week. The salary banding for this role is £32'000 - £35'000 with a starting salary of £32'000 (pro-rata).

Closing date: Midnight 7th May 2025

The role:

The Community Fundraising and Partnerships Coordinator will be responsible for developing and nurturing relationships within the local community to support APAP's fundraising efforts, including schools, local businesses, faith and community groups. A key feature of this role will be developing increased year-round community engagement and fundraising, leading into the planning and delivery of at least one annual fundraising campaign. The successful candidate will have the opportunity to engage directly with stakeholders to build strong partnerships, whilst contributing strategically to the growth of the charity's fundraising efforts.

Key responsibilities

Building Local Relationships & Community Engagement

- Develop and nurture relationships with local businesses, schools, faith groups, and community organisations to increase awareness and support for APAP's work.
- Act as the main point of contact for community supporters, providing information, encouragement, and ways to get involved.
- Represent the charity and develop local events, networking meetings, and fundraising activities to inspire community-driven support.
- Encourage individuals and community groups to fundraise for the charity, providing them with the necessary resources and guidance.

Growing the Annual Campaign

- Lead on engagement with donors, businesses, and community groups to secure new supporters and increase participation in the annual fundraising campaign.
- Develop and implement strategies to grow the campaign year-on-year, maximizing donations and engagement.
- Work with internal teams and volunteers to coordinate campaign communications, ensuring messaging is compelling and reaches key audiences.
- Explore opportunities to introduce a second campaign in the year, identifying the best timing and approach.

Supporter Stewardship & Communications

- Ensure donors and community fundraisers receive timely acknowledgments, impact updates, and ongoing engagement to build long-term support.
- Work with colleagues to develop inspiring stories and content that showcase the impact of donations.
- To lead on the development and delivery of effective social media engagement to expand reach.
- Maintain accurate records of supporter relationships, ensuring consistent and meaningful follow-up.
- To support with the development and launch of our upcoming rebranding exercise and embedding this into ongoing communications.
- Support with maintaining the website.

Collaboration & Strategy

- Work closely with the CEO and wider fundraising team to align fundraising efforts with the charity's strategic goals.
- Identify new opportunities to expand local fundraising efforts and strengthen community partnerships.

- Provide insights and feedback on trends in community giving to inform future fundraising plans.
- Develop year-round community fundraising and engagement opportunities, increasing local awareness of our work and generating new income.
- To undertake reasonable tasks as requested to support the organisation as a whole.

Key skills and experience required:

- Demonstrable experience of community fundraising and engagement, relationship management and developing new fundraising streams raising upwards of £50k p/a through this activity.
- Proven ability to coordinate, deliver and support fundraising campaigns and community fundraising initiatives.
- Experience of working with frontline staff to develop compelling communications for fundraising across a range of channels to motivate individuals and groups to raise funds and increase engagement
- Experience of managing systems for the monitoring of donors, engagement and activity in relation to community fundraising and events and the ability to develop and implement them.
- Experience of developing a range of resources to meet the needs of community fundraisers across a range of settings.

Who are we looking for?

- Excellent communication and interpersonal skills, with the ability to inspire and engage supporters.
- Strong networking skills with the confidence to represent the charity in public settings.
- Ability to motivate and support individuals and groups to raise funds.
- Knowledge of the voluntary sector and the challenges faced by people experiencing homelessness.
- Experience of implementing local systems to track donor and community group engagement and activity.
- Strong organisational skills, with the ability to manage multiple relationships and activities and to manage own administration and record-keeping.
- An appetite to support the strategic development of this work as well as develop the work itself.
- Familiarity with fundraising regulations and ethical fundraising practices, or a willingness to learn.
- Some experience with interest or experience with a design package, such as Canva.
- Ability to work flexibly, including some evenings and weekends where necessary to the role.
- Ability and willingness to work in line with the mission and ethos of All People All Places
- Positive and team focused approach to work
- Willingness to work across the organisation as required

Benefits:

- Employee 'wellbeing fund' - annual financial contribution towards gym/spa/massage or hobby

- London Living Wage Employer
- Individual and team training and development budget
- Access to external clinical supervision if required/requested
- Access to the cycle to work scheme
- Travel card loan scheme
- 26 days (pro-rata) annual leave per annum, plus bank holidays
- 5% Employer pension contributions

How to apply:

Please send an up-to-date CV and complete the application form, available to download from our website. If you have any queries regarding the role, please feel free to contact George on George@allpeopleallplaces.org.

Please note that this role will require the post holder to have a DBS check undertaken, paid for by APAP.