



Rowan Alba
More than just a roof

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Job Description

Job Title	Corporate and Community Fundraising Manager
Location	Working from home with occasional meetings in Edinburgh
Reports to	CEO Karen Barr
Contract	Part time – to be agreed, with an initial fixed term for review
Salary	£36,500 pro rata, based on full time 35hrs working week, less if working fewer hours

Why we need you

Rowan Alba works to end homelessness in Edinburgh by providing permanent supported homes and building relationships with individuals in crisis. We also work in our communities with volunteers who provide vital support to the most vulnerable in an attempt to prevent homelessness. Our experience lends itself to exemplar training programmes aimed at helping employers understand conditions around addictions.

We are seeking an enthusiastic and confident communicator for the new role of Corporate and Community Fundraising Manager to increase awareness of our work and develop new funding streams from individual, community and corporate partnerships.

You will be a creative, organised and motivated individual with a positive track record in working independently to develop corporate and community funder relationships.

Working alongside our Communications Manager, Trusts and Grants Fundraising Manager and Leadership Team you will develop an engagement strategy to help increase awareness of our work and raise vital funds to support our organisational development including the creation of new permanent homes for individuals with long-term experience of homelessness.

Main Duties and Responsibilities will include:

- Developing and maintaining relationships with new and existing corporate partners;
- Developing opportunities to deliver training to corporate staff and organising volunteering activities;



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- Working with staff and volunteers to develop and implement community fundraising opportunities including sponsorship activities and local events;
- Organising events for key stakeholders to increase Rowan Alba profile;
- Managing relevant KPIs and appropriate CRM system for all individual and corporate funder communication and outcomes;
- Ensuring the organisation adheres to the codes of fundraising practice set by the Fundraising Regulator.

Core Competencies:

- Experience in relationship building and delivering long term funding support from a variety of sources;
- Excellent presentation, verbal and written skills;
- Ability to manage a varied workload and work independently, and with a small core team;
- Experience of event organisation and management including working with volunteers;
- Administrative skills and experience in use of appropriate CRM solutions, cloud-based platforms such as SharePoint, Zoom, Teams;
- Demonstrate respect and compassion to the people we work with and represent Rowan Alba positively and professionally at all times.