



TOGETHERSENSE

COMMITTED TO A SUSTAINABLE INCLUSION

Detailed Job Description for International Fundraising Agent at Togethersense

Job Title: International Fundraising Agent

- **Salary:** £25,000 – £30,000 per annum
- Additional commission-based remuneration.
- Opportunities for professional growth and development.

Contract: Permanent/Part-Time/Hybrid

Location: Remote, with occasional travel as needed

About Togethersense: Togethersense is an independent registered charity in England and Wales (1135563), committed to identifying, creating, and sustaining the potential of disadvantaged children in the United Kingdom and around the world. Our approach combines global reach with local impact, empowering communities and transforming lives.

Job Purpose: The International Fundraising Agent at Togethersense is pivotal in driving the organization's diverse mission to support a wide range of charitable causes both within the UK and globally. This role is integral to generating the necessary financial resources to sustain and expand our impactful initiatives across various sectors. The agent is tasked with developing and executing an inclusive fundraising strategy that encapsulates the breadth of Togethersense's objectives and values.

Job aspects: Strategic Fundraising Development: Designing and implementing a dynamic fundraising strategy that encompasses a variety of funding sources. This strategy should target corporate partnerships, philanthropic foundations, individual donors, and government grants, catering to both domestic and international landscapes.

Relationship Management: Building and maintaining enduring relationships with a diverse portfolio of existing and potential donors. This involves understanding the unique interests of different donor groups and crafting bespoke engagement strategies to foster long-term support.

Resource Acquisition: Actively pursuing and securing substantial financial contributions through various channels, including grants, major gifts, sponsorships, and fundraising campaigns. This includes crafting compelling proposals, engaging in persuasive pitches, and negotiating support agreements.



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Collaboration and Advocacy: Collaborating with different departments within Togethersense and forming alliances with external stakeholders to maximize fundraising opportunities. Representing Togethersense at events, conferences, and meetings is crucial to enhance the organization's visibility and appeal in the fundraising domain.

Performance Monitoring: Keeping a close watch on fundraising trends and opportunities, maintaining meticulous records of fundraising activities, and diligently tracking progress towards financial goals. Regular reporting to senior management and stakeholders is essential for transparency and strategic adjustments.

Ethical Compliance: Upholding the highest standards of ethical fundraising, adhering to relevant legal and regulatory requirements, and ensuring transparency in donor communications about the utilization and impact of funds.

The International Fundraising Agent is more than a fundraiser; they are a key ambassador for Togethersense. They play a critical role in championing our diverse causes and enabling us to realize our vision of a compassionate world where every individual, community, and environment can flourish and overcome challenges.

Key Responsibilities:

- Develop and implement a fundraising strategy targeting corporate donors, trusts, foundations, and other grant-giving entities.
- Cultivate and maintain relationships with existing and potential donors, including high-net-worth individuals and corporate partners.
- Research and identify new funding opportunities in line with Togethersense's mission and programs.
- Prepare and submit compelling grant applications and funding proposals.
- Organize and attend networking events and meetings, acting as a key representative of Togethersense.
- Ensure compliance with all relevant legal and ethical fundraising standards.
- Collaborate with the communications team to develop promotional materials and fundraising campaigns.
- Provide regular reports on fundraising progress against targets.

Person Specification:



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| Criteria | Essential | Desirable |
|---------------------------|---|--|
| Experience | Extensive experience in fundraising, particularly in securing funds from corporate entities and grant-making organizations. Proven track record of meeting significant fundraising targets. | Experience in an international charity setting and extensive network in the field. |
| Skills | Exceptional networking and relationship-building skills. Strong written and oral communication skills. Excellent project management and organizational skills. | Skills in public speaking and presentations. |
| Personal Qualities | Highly motivated, proactive, and self-directed. Creative problem solver with a strategic mindset. | - |
| Knowledge | Deep understanding of the fundraising landscape, including knowledge of potential funders and grant-giving bodies. Awareness of legal and ethical implications in fundraising. | Knowledge of issues affecting disadvantaged children globally. |
| Qualifications | Degree in a relevant field (e.g., Business, Marketing, Non-profit Management). | Fundraising or project management qualifications. |
| Other | Right to work in the UK (if based in the UK). Willingness to travel and work flexible hours. | Knowledge of additional languages. |

Contact Information:

- Kevin Akpaca, kevin.akpaca@togethersense.org
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- Office: +44(0)20 8123 9255

Application Process: Please submit your CV and a covering letter detailing your suitability for the role and how you meet the person specification. Applications should be sent to the email provided above.

Closing Date: February 9th, 2024.

Togethersense is an Equal Opportunities Employer. We value diversity and are committed to creating an inclusive environment for all employees.