



Trust Fundraising Manager

Job Description

Team	Fundraising
Reporting to	Fundraising Consultant
Main purpose of role	To grow Full Fact's impact and safeguard our independence by overseeing and developing our trust fundraising programme.
Salary	£40-£48,000 per annum.
Base	Remote first with an office available in Central London and regular team meetings in the office.

About Full Fact

Bad information ruins lives. We're a team of independent fact checkers and campaigners who find, expose and counter the harm it does.

False or misleading claims affect us all. As fact checkers we've seen firsthand how bad information promotes hate, damages people's health, and hurts democracy.

We deserve better.

Full Fact fights for the right information to reach the people who need it most, whether that's individuals making decisions about their health or who to vote for; or politicians debating the future of our country.

Our principles are simple. Anyone making serious claims in public debate—fact checkers included—should be prepared to:

- Get their facts right
- Back up what they say with evidence
- Correct their mistakes.

For more information about what we do, visit our [website](#).

Job Description

Responsibilities	<ul style="list-style-type: none"> ● Manage, develop and grow Full Fact's portfolio of trusts and foundation donors, contributing to a £1m+ annual target for philanthropy. ● Lead and deliver Full Fact's trust fundraising strategy, identifying and building relationships with new prospects who have the capacity to support at 5/6-figure level. ● Support the organisation in diversifying its funder base, gaining long term/multi-year support and ensuring balance/political neutrality within the funding portfolio. ● Work closely with senior leadership and trustees to maximise network opportunities. ● Work with our Management Team to design new programmes and areas of work for funding proposals and help report back on their progress. ● Deliver creative, high-quality stewardship for trusts and foundations.
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<p>Competencies</p>	<p>Political impartiality and sensitivity:</p> <ul style="list-style-type: none"> ● You are committed to the political neutrality of our work and have a good understanding of impartiality (please see the rules on our website). ● Understanding of public debate in the UK and sensitivity to the political context we work in. <p>Fundraising skills:</p> <ul style="list-style-type: none"> ● Proven track record of securing funds from charitable trusts, grant making organisations and family foundations. ● Experience of developing relationships at a strategic level with senior representatives from trusts and foundations. ● Expertise/knowledge of maximising opportunities via senior stakeholders and organisational networks. ● Experience of writing compelling fundraising appeals and inspiring reports. ● Experience of delivering high quality, personalised donor stewardship. ● Good understanding of working with philanthropists, charitable trusts and/or company giving. ● Good experience of working with donor CRM systems to keep records up to date. <p>Personal skills:</p> <ul style="list-style-type: none"> ● Able to communicate persuasively in person and in writing. ● Entrepreneurial and adaptable approach: enjoys building and developing new processes, and testing new ways of working. ● Able to build internal and external relationships with integrity and empathy. ● Able to analyse and process large amounts of complex information and translate into compelling fundraising propositions. ● An organised and proactive approach to work. ● Able to work collaboratively across a small team and coordinate input from senior staff. ● Committed to seeking and giving constructive feedback that strengthens the whole team.
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Person Specification

The role would best suit:

- An experienced Trusts & Foundations fundraiser with a demonstrable track record of securing donations at a 5-figure + level.
- An individual with expertise/knowledge of maximising opportunities via senior stakeholders.
- A great writer with experience transforming detailed, technical information into engaging and compelling narratives.
- Someone with strong organisational skills, who can manage a mixed portfolio of giving and prospective donors, meeting deadlines and maintaining regular contact with supporters and prospects.
- Someone who enjoys supporting and coaching others to work at their best and understands the value of open, inclusive, and diverse teams. This could have been as a line manager, or in another capacity.

How to Apply

Please apply by submitting a copy of your Curriculum Vitae (CV) and a covering letter highlighting your suitability for the position and why you are interested, by clicking on this [link](#).

For any queries please contact Suzie Groves at suzie@aawpartnership.com

Please note there is no closing date for this position – we will be assessing applications as they come in and the role closed once a suitable candidate has been identified.