SAFE & SOUND
Transforming young lives

WORK WITH US

Candidate pack

Fundraising and Partnerships Lead

Stand alongside young people. Help shape safer futures.



Melbourne House, Derby

THE OPPORTUNITY
£35-38K per annum
28-37 hours per week negotiable

THE PRACTICAL DETAILS
Hybrid across Safe and Sound sites and remote working
5pm Friday 4 December 2026

Bring your skills, your perspective and your commitment to children and young people.

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Welcome to Safe and Sound

Thank you for your interest in becoming our Fundraising and Partnerships Lead. I am looking forward to the ideas and experience you could bring to Safe and Sound.

We work alongside children, young people and families affected by exploitation across Derby and Derbyshire. Our specialist support depends on trust, consistency and the time to understand what each person needs. Sustainable funding helps us stay alongside people through that work.

I want us to be clear about the difference we intend to make, then build the support to make it possible. You will help turn our service priorities into compelling corporate partnerships and grant applications, giving businesses and funders a meaningful way to contribute.

This role combines creativity with the discipline to follow an opportunity through. You will develop propositions, make funding asks and build relationships that last. You will also help us secure the balance of restricted and unrestricted income we need to deliver services well and sustain the organisation behind them.

You will work closely with me, our Head of Services and our finance support. I will help open doors and support significant asks, while giving you space to take ownership. I welcome thoughtful challenge and honest conversations about what is achievable.

If you bring strong grant writing, a persuasive approach to corporate partnerships and the judgement to represent sensitive work with care, I would love to hear from you.



Carly Jones
Chief Executive Officer

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Build support that sustains our work.

YOUR CONTRIBUTION

Turn strong propositions into lasting partnerships.
Help fund the specialist support young people and families need, with room to think, challenge and develop ideas.

SAFE

We listen, value people’s views and support them to have a voice. We are trusted supporters and advocates.

SOUND

We build open, honest and equitable relationships, managing risk so young people and families can move forward.

Small moments. Lasting possibilities.

We work alongside children, young people and families affected by exploitation across Derby and Derbyshire. Since 2002, our work has grown to include specialist casework, family support, outreach, education, mentoring and youth activities.

APRIL 2025 TO MARCH 2026

320
children and young people supported through specialist casework

58
families supported through family support

4,981
children and young people reached through 225 I Can I Will workshops



The sensory room at Osmaston Community Hub

A place to belong

Our spaces at Melbourne House and Osmaston Community Hub give young people somewhere to talk, build relationships and try new things.

Time to build trust

Our specialist support is not limited to a fixed number of sessions. We stay alongside young people and families for as long as support is needed.

A real say

Young people help shape our services, from the activities we offer to how we provide support. We listen to their experiences and ideas, involve them in decisions and work with them to turn feedback into meaningful change.

Our vision

To always be there when young people need us and to prevent exploitation wherever and however we can.

Fundraising and Partnerships Lead

To grow sustainable income for Safe and Sound by developing compelling corporate partnerships and securing grants that fund our specialist exploitation services and organisational priorities.

Reports to the Chief Executive. Works closely with the Head of Services and strategic finance support. Your work will help children, young people and families across Derby and Derbyshire access specialist support for as long as they need it. You will turn our priorities and evidence of impact into well-costed funding propositions, then build the relationships that secure and sustain support.

What good looks like

Corporate propositions generate meaningful income

Businesses understand our specialist role and commit financial support through relevant, well-costed partnerships, including multi-year arrangements where possible.

Grants fund the services we intend to deliver

Applications secure income for agreed priorities, reflect unmet need and include realistic delivery costs and appropriate contributions to organisational overheads.

The balance of income supports organisational resilience

Restricted awards fund agreed services and unrestricted income supports core capacity and flexibility. Forecasts distinguish these sources, show renewal risks and reveal gaps that headline fundraising totals could hide.

Partnerships last and our independence is protected

Supporters receive credible evidence of impact, commitments are fulfilled and relationships develop without compromising safeguarding, dignity or our ability to challenge on exploitation. Ambassadors feel valued and contribute actively through advocacy, introductions and fundraising.

What you will do

Plan for sustainable restricted and unrestricted income

Work with the Chief Executive, Head of Services and finance lead to identify funding needs and agree priorities and targets. Build a plan that distinguishes restricted project income from unrestricted income supporting core capacity, flexibility and resilience. Seek multi-year support and appropriate overhead recovery. Assess opportunities against our specialist service model, the true cost of delivery and any remaining funding gap before committing time to a bid.

Develop compelling corporate propositions

Create clear partnership offers and tailored proposals that connect business interests with meaningful support for our work. Define the funding ask, intended impact, duration, appropriate partner benefits and reporting arrangements. Develop opportunities for unrestricted and multi-year support as well as specific service funding. Cost any commitments, including staff time, so partnerships bring a worthwhile financial contribution.

Build and convert a corporate prospect pipeline

Research and prioritise businesses across Derby, Derbyshire and relevant wider networks. Identify decision-makers, use introductions from the Chief Executive, trustees and ambassadors, and make direct approaches. Lead discovery meetings, presentations and funding asks; respond to questions and follow up consistently. Negotiate within delegated authority and bring significant commitments forward for approval.

Research and secure grant funding

Identify suitable trusts, foundations and other grant programmes; assess eligibility, priorities, timescales and the likelihood of success. Build relationships with funders and prepare persuasive, tailored applications with clear need, outcomes, delivery plans and evidence. Coordinate contributions, assemble required documents and submit approved bids on time. Use feedback from unsuccessful applications to improve future work.

Agree funding terms and hand over awards clearly

Develop proposal budgets with finance and service colleagues, including salary allocations and appropriate shared costs. Clarify whether support is restricted or unrestricted and record any conditions, purpose, period and reporting requirements; do not assume corporate gifts are unrestricted. Secure authorised acceptance of awards and agreements. Give finance a complete record of restrictions, approved budgets, payment dates and reporting commitments so income is classified and allocated correctly.

Lead and nurture the ambassador programme

Lead Safe and Sound's ambassador programme, nurturing relationships so ambassadors feel valued, informed and connected to our purpose. Agree meaningful contributions, equip ambassadors to make introductions, advocate for our work and support fundraising, and maintain regular contact. Work with the Chief Executive to welcome new ambassadors, provide induction and clear expectations, recognise contributions and review engagement and impact, with appropriate safeguarding boundaries.

Sustaining income and relationships

Steward supporters and secure renewals

Maintain a tailored contact and engagement plan for each significant funder or corporate partner. Thank supporters promptly, provide useful updates and arrange appropriate meetings or visits with service colleagues. Identify renewal and growth opportunities early. Coordinate any agreed employee engagement or supporting events so they strengthen the relationship without placing disproportionate demands on services.

Report on restricted funding and evidence impact

Track reporting deadlines and prepare accurate narrative reports with service colleagues and financial returns with finance. Show how restricted funding has been used against agreed purposes and explain variances. Seek authorised funder agreement for changes, extensions or use of remaining balances before commitments change. Use service evidence and case studies sensitively with appropriate permission and safeguarding oversight; access to young people or their stories must never be a condition of support.

Report income quality as well as income raised

Keep records of prospects, next actions, decision dates, restrictions and expected income up to date. Report secured awards, cash received and unconfirmed prospects separately, distinguishing restricted and unrestricted income. Review progress, renewals, conversion, costs and contributions to core funding. Flag funding concentration, payment delays and commitments without full cost coverage, and recommend action to the Chief Executive and trustees through agreed reporting arrangements.

Protect trust and strengthen organisational working

Follow agreed ethical fundraising, data handling, gift acceptance and partner due-diligence processes, escalating reputational or safeguarding concerns. Coordinate messaging with colleagues so proposals and supporter communications are consistent and credible. Share funder intelligence with service and finance colleagues and help them contribute efficiently to bids and reporting. Evaluate the benefit of additional fundraising activity before committing resources.

Working together

You own the day-to-day fundraising plan and follow-through. The Chief Executive supports strategic relationships and significant asks; the Head of Services owns service design and delivery commitments; finance provides budget scrutiny and accounting oversight. Bring forward proposals, challenge assumptions openly and secure approval for commitments outside your delegated authority.

A week in this role

Your week might include pitching a corporate proposition, writing a grant bid, reviewing a project budget, meeting an existing funder and progressing renewals. Protect time for research and writing alongside external meetings.

Everyone plays a part in safeguarding. Follow policies, raise concerns promptly, protect confidential information and work within professional boundaries.

What you bring

Essential for this role

- Evidence of securing charitable grant income through research, persuasive applications and effective funder relationships.
- Experience creating corporate funding propositions, making asks and converting business interest into financial support.
- Ability to develop a fundraising plan and independently progress prospects from initial contact to agreement and renewal.
- Strong written and verbal communication, including proposals, presentations and accurate impact reporting.
- Understanding of restricted and unrestricted income, funding conditions, overhead recovery and the ability to develop realistic proposal budgets with finance colleagues.
- Experience managing a funding pipeline, income forecasts, reporting deadlines and relationship records.
- Ability to build trust, negotiate appropriately and coordinate contributions from busy service and finance colleagues.
- Sound judgement about ethical fundraising, confidentiality, safeguarding and the sensitive use of lived experience.
- Ability to assess strategic fit, manage competing priorities and challenge opportunities that would divert the charity from its purpose.

Useful to bring

Experience of multi-year partnerships or unrestricted fundraising; knowledge of Derby and Derbyshire business or funding networks; experience in a charity supporting people facing exploitation or other complex risks. Experience nurturing ambassadors, volunteers or influential supporters.

What we offer

£35-38K per annum pro rata for part time
Hours can be worked flexibly and we are open to applications from those seeking hours between 28-37 per week.
25 days annual leave and time off during Christmas
Employer contribution to pension
CPD Programme
Access to clinical supervision
Dog friendly workspace

Different perspectives strengthen our work

We welcome applications from people of colour, disabled people and communities under-represented in our charity. We assess candidates against the requirements of the role. Your examples can come from paid work, volunteering or other relevant experience; you do not need to disclose personal or traumatic experiences.

Let's start a conversation

Tell us what interests you about the role. Use clear examples to show how you meet the essential criteria, what you contributed and what you learnt.

01 Send your application

Complete the application form on our website and send it with your CV to recruitment@safeandsoundgroup.org.uk.

5pm Friday 4 December

02 Hear from us

We'll let you know by email if you've been shortlisted for interview.

03 Meet us

We're planning to interview on Monday 14 December at our head office on Bold Lane in central Derby. Please let us know when you submit the application if this date will be difficult for you .

Ask us a question

For recruitment enquiries:
recruitment@safeandsoundgroup.org.uk

To arrange an informal chat or for questions contact Carly Jones:
Carly.jones@safeandsoundgroup.org.uk

What would help you take part

If you need an accessible version of this pack or an adjustment to the recruitment process, please contact us so we can discuss what would help.

Safeguarding and your information

Safeguarding is central to our work. We will explore candidates' suitability for the role and their responsibilities in keeping children, young people and adults at risk safe.

We will require two references, one from your most recent employer, right-to-work checks, and the appropriate Enhanced DBS and barred-list checks for this role.

We look forward to hearing what you could bring.

safeandsoundgroup.org.uk