

OUTSIDE IN

FUNDRAISING & DEVELOPMENT MANAGER
RECRUITMENT PACK



Details

Job Title	Fundraising & Development Manager
Responsible to	Head of Operations
Salary	£36,500 FTE (£14,600)
Contract	Permanent
Hours	0.4, 2 days a week, (15 hrs)
Location	Hybrid: remote working with occasional days in London / Brighton
Annual Leave	26 days plus UK public holidays per annum (pro rata)
Pension	Workplace pension plan with NOW Pensions
Probation Period	Three months
Notice Period	One month (one week during probationary period)

About the Role

Outside In are seeking an experienced fundraiser to play a key role in our next phase of growth and development.

At Outside In, we are passionate about providing professional development opportunities and a platform for artists facing significant barriers to the artworld due to health, disability, social circumstances, or isolation.

'2 Sides of Me',
Cecilia Caulder





Shelter, New Art Gallery Walsall
photo: David Rowan

Working closely with the CEO and Board, the role will play a key part in ensuring the organisation's long-term financial sustainability. The Fundraising and Development Manager will lead the refinement and delivery of our fundraising strategy, driving forward diverse income streams, including trusts and foundations, corporate partnerships, digital fundraising, individual donors and patrons. You'll also play a central role in shaping supporter journeys and strengthening relationships with funders, partners, and stakeholders.

We're looking for someone with a strong track record of delivering successful fundraising activities, with excellent communication and copywriting skills, and experience of managing projects remotely. You'll be confident using insight and data to guide decision-making and maximise impact.

In return, you'll join a supportive, value-led organisation where your ideas and contributions will be valued. We offer flexible, hybrid working, generous annual leave and a chance to make a profound difference to underserved artists across the UK.



"My life has changed so much for the better... I didn't think this was possible but Outside In has helped me see that even when confined to bed, I can be an artist."

Corinne, Outside In Artist and Ambassador



About Outside In

'Humanity', Sotheby's
photo: courtesy of Sotheby's

We are an award-winning national charity supporting artists who encounter significant barriers to the art world due to health, disability, social circumstance, or isolation.

Outside In provides a digital platform for artists to showcase their work and three programmes of activity: artist development, exhibitions and creative skills training. We aim to create a more inclusive art world by working with artists to develop their creative practice and skills and increase opportunities for them by working in collaboration with a range of arts organisations.

We are an important and rare example of an organisation with national reach supporting the practice and championing the work of artists underserved and underrepresented by the art world. We won the Charity Award for Arts and Heritage in 2013 and the Queens Award for Voluntary Services in 2022 and we gained National Portfolio Organisation status with the Arts Council England in 2018.



"Make Art has been a lifeline to me giving me the chance to be part of a wonderful group, and it has helped and encouraged me to be more creative and think outside the box... I miss out on so many opportunities because of my mental health that having this online means I can meet other people and join in, it's fantastic that I get to do this."

Outside In Make Art Artist



Key Objectives

- Refine and implement a clear, prioritised fundraising strategy.
- Build and manage diversified income pipelines from major donors, patrons, corporate sponsors, strategic partners, trusts, foundations and philanthropic supporters to help Outside In achieve £350,000+ annual fundraising targets.

Key Responsibilities

Strategy

- Build on and deliver a comprehensive fundraising strategy aligned with Outside In's priorities.
- Monitor performance and adapt plans as needed to ensure financial goals are met.
- Advise CEO and Board on fundraising opportunities, risks and progress.

Donor and stakeholder engagement

- Build and maintain strong relationships with current and potential donors, including: trusts and foundations, individuals, corporate sponsors.
- Work with trustees and senior stakeholders to leverage our networks.

Fundraising delivery

- Research, develop, and submit high-quality funding applications to secure funding from various sources.

Key Responsibilities (continued)

- Build and manage a pipeline of trusts, foundations, and other funders.
- Develop approaches to grow income from individuals and corporate partners.
- Work with other team members to ensure a connected approach to income streams on art sales and loans.

Events & campaigns:

- Plan and deliver fundraising events and initiatives that generate income and raise awareness – both digital and physical.

Monitoring & reporting

- Maintain accurate records.
- Track income against targets and provide regular reports.
- Ensure compliance with fundraising regulations and best practice.

Joined up communications

- Develop compelling fundraising materials and case for support.
- Collaborate with colleagues to align fundraising with wider marketing and communications.

Person Specification

Essential skills

- **Strategy & planning:** proven results in delivering comprehensive fundraising strategies and adapting plans based on performance.
- **Relationship management:** confident in building and maintaining strong bonds with staff, major donors, patrons, corporate sponsors, and trustees.
- **Funding delivery:** clear experience of writing high-level funding bids, managing trusts and foundations pipelines, and growing individual giving.
- **Communication:** A clear, persuasive writer with the ability to present compelling cases for support.
- **Monitoring & reporting:** strong experience of tracking income against targets, keeping precise records.
- **Inclusion & diversity:** a strong commitment to promoting inclusion and diversity in your ways of working.

Desirable skills

- A keen interest in arts and culture.
- An understanding of Arts Council England investment principles and case making.
- Experience coordinating income streams tied specifically to art sales and loans.
- Direct hands-on experience planning and running both digital and physical fundraising events.
- Skill in advising a CEO and Board of Trustees on financial risks and high-level opportunities.

Applications

How to apply

To apply please complete this [application form](#) and our [Equal Opportunities Monitoring Form](#).

Email your application to: recruitment@outsidein.org.uk

Please add 'Fundraising & Development Manager' in the subject line.

Important dates

Deadline for applications: **Friday 28 August, 5pm**

Interviews: **Thursday 10 September (online)**

Alternative formats

We welcome applications submitted in alternative formats. Contact recruitment@outsidein.org.uk so we can facilitate this.

Equal opportunities

Outside In is committed to flexible and inclusive recruitment practices. We are an equal opportunities employer and recognise the value of diversity in the workplace.

We welcome applications from candidates who wish to work in a flexible working pattern (for example around caring responsibilities or access requirements relating to a disability).

We are a Disability Confident employer and guarantee an interview to disabled applicants – including those with non-visible conditions and neurodivergence – who meet the essential criteria.

Please let us know if you require any reasonable adjustments to the application or interview process; you do not need to share a formal diagnosis to ask for support.

If you would like an informal, confidential conversation to discuss the role please get in touch with recruitment@outsidein.org.uk so that we can arrange for you to speak to one of our team.

Appointments

All appointments are made subject to satisfactory references and proof of eligibility to work in the UK



outsidein.org.uk



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Artworks by Laila Kassab and Keith Purcell
at 'Inside Outside In', The Grange

Front cover: 'Under a Blue Sky', Phoenix Artspace