

# Fundraising Manager

**Reporting to: Executive Director**

**Salary: £44,000 per annum, pro rata (£26,400 per annum for 3 days per week, or £35,200 per annum for 4 days per week)**

**Hours: 3 or 4 days per week, with flexibility of working hours (core hours 10.00-16.00)**

**Duration: Permanent subject to funding**

**Location: This role is based in London at our offices in Tottenham Hale. Feedback operates a hybrid working policy, with the expectation that all staff will work at least one day per week from the office or more as business requires, by mutual arrangement**

**Start date: ASAP**

**Anti-oppressive statement:** Feedback is actively seeking to move through an anti-racist and anti-oppressive journey in every aspect of its work. We acknowledge that the environmental sector is less open to people from under-represented backgrounds, and we are strongly committed to identifying and correcting where we may be perpetuating patriarchal, white supremacist values and other forms of oppression in our organisational culture, partnerships, and community work. We especially want to hear from you if you feel that you have lived experience of power structures preventing you from accessing opportunities like this.

## ABOUT US

Feedback is a UK- and Netherlands-based campaign group working for food that is good for people and planet. We want a world where:

- All people have secure access to delicious, culturally appropriate food that is nutritious and does not cause environmental harm
- Global supply chains, farming and fishing contribute to food sovereignty, good livelihoods, mitigate climate change and enable nature to thrive
- Communities have agency to create food economies that are inclusive, equitable, resilient and celebratory

To meet these objectives, we carry out the following activities:

- We delegitimize corporations
- We ideate and advocate for policy change and regulation
- We nurture community agency
- We widen our circle of allies
- We change culture and public discourse

Our current strategy framework can be found here:

<https://feedbackglobal.org/wp-content/uploads/2023/12/Feedback-Strategic-Framework-2023-1.pdf>

## **ABOUT THE ROLE**

Working closely with the Executive Director of Feedback Global, as well as with other members of the senior team and the Executive Director of Feedback EU, the Fundraising Manager will develop and implement a strategy to raise funds for Feedback Global and Feedback EU, with a target of £3m yearly income across both organisations by the end of 2025.

The overwhelming majority of the funds raised will be from trusts and foundations, and so the role will primarily consist of researching potential trusts and working with the different teams to research and write compelling concept notes and applications. As such, the postholder will be expected to proactively keep informed about developments in the food, social justice, and environmental sectors. The postholder will also lead on reporting to these funders and maintain and develop these relationships. The postholder will work to engage institutional supporters, create connections and develop the organisation's networks with such funders. The postholder will identify new trusts and foundations and build and maintain a robust pipeline of income generation opportunities.

The postholder will also be expected to contribute to other fundraising projects which might include digital fundraising development, direct marketing, and major donor fundraising, in partnership with the communications team and senior leadership team.

This will be a varied role within a fast-paced environment, therefore flexibility and a positive, can-do attitude and a readiness to get stuck into all aspects of the organisation are essential competencies of the successful candidate. Reporting directly to the Executive Directors, the role is integral to the success of the organisation and presents a real opportunity to help shape its future direction.

## **Key Responsibilities**

- Research and manage a pipeline of trusts and foundations that offer unrestricted and programmatic funding.
- Manage relationships with trusts and other grant-making bodies.
- Organise and lead regular fundraising meeting with the Executive Director and senior team
- Write applications, bringing together information and expertise from colleagues as necessary.
- Lead and manage the process of reporting to existing funders, bringing together input from colleagues as necessary.
- Research grant fundraising prospects.
- Attend public facing events organised by Feedback or others when necessary.
- Contribute to the overall business development of the fundraising function, including the development of new income streams.

- Work with the senior team to write compelling concept notes and presentations for new areas of work
- Work with staff across Feedback to produce compelling and successful fundraising bids.
- Identify new opportunities for unrestricted and project funding from a range of sources, including trusts and charitable foundations; European, national and local government; individual supporters; commercial opportunities.
- Maintain detailed records of funding opportunities and grants in the CRM.
- Contribute on an ad hoc basis to any other reasonable activity as requested by senior staff
- Very occasional travel to the Netherlands for work with our sister organisation, Feedback EU and to regions in the England where colleagues are based.

## **PERSON SPECIFICATION**

### **Essential:**

- Trust fundraising experience (approximately 5-7 years)
- Outstanding writing skills and good attention to detail
- Experience of research in an appropriate context. This could be either in an academic or business setting but must demonstrate the ability to read, collate and summarise large amounts of information quickly and accurately.
- A willingness to be 'hands-on' and flexible and displaying an ability to deliver against tight timescales when necessary.
- Planning and organisational ability.
- Team player who can work effectively with diverse groups as well as a self-starter who can work independently.
- A commitment to the objectives and core values of Feedback - Collaboration, Celebration, Audacity, Solidarity, Impact.

## **HOW TO APPLY**

Please apply via Charity Jobs with a CV and cover letter (no longer than 2 pages) explaining how you meet the person specification and why you would like to work at Feedback.

Deadline to apply: Friday 5<sup>th</sup> April, 9am

Successful candidates for interview will be notified by 10<sup>th</sup> April

Interviews will be held on the 17<sup>th</sup> and 18<sup>th</sup> April 2024

If you have any questions, access requirements, or require the application in a different format, please contact [jobs@feedbackglobal.org](mailto:jobs@feedbackglobal.org) or call +44 (0) 20 3051 8633