



## **Fundraising Manager – Corporates, Trusts & Foundations**

**Reports to: Head of Fundraising**

**£37,000 - £39,500 per annum FTE**

**Full Time ( 4 days a week may be considered)**

### **About Us**

At In2scienceUK, we believe that talent is everywhere. Yet each year, talented young people from lower socioeconomic backgrounds face barriers to accessing careers in science, technology, engineering and research. Through our programmes, we help young people gain the skills, confidence, networks and experiences they need to thrive in STEM, while supporting universities and employers to build a more diverse and inclusive future workforce. It's great for the young people, the employers and the UK's economy.

Demand for our work continues to grow, and so does our ambition. To help us achieve that ambition, we are looking for an exceptional fundraiser who combines commercial awareness with a deep belief in our mission. Someone who is motivated not only by income targets, but by the knowledge that every partnership secured creates opportunities that can transform lives.

### **Your Experience**

As Fundraising Manager, you will be an experienced, confident and driven fundraiser with a strong track record of securing and growing income from corporate partnerships and trusts, foundations and institutional funders.

You will bring proven expertise across the full fundraising cycle: from prospect research and compelling bid-writing, through to high-quality stewardship and long-term partner management. You'll be as comfortable cultivating a corporate partner at senior level as you are crafting a persuasive trust application, and you will understand that both require the same commitment to relationship, credibility and impact.

We're looking for someone with the ambition to grow income in a meaningful and sustainable way, someone who sees multi-year partnerships as the goal, not just individual grants or gifts. You will work closely with the Head of Fundraising, SMT, CEO, Trustees, and will play a key role in how In2scienceUK presents itself to the wider funding world.

### **The Role**

This is an exciting time to join In2scienceUK. You will play a central role in securing the partnerships and funding that enable us to expand our reach, deepen our impact

and support more young people across the UK. You'll join an existing fundraising team of three as the fourth member of the team.

Working closely with the Development Manager, Development Officer, Head of Fundraising, CEO, Senior Management Team and Trustees, you'll help shape and deliver our fundraising ambitions while building long-term relationships with organisations that share our commitment to social mobility and equity in STEM.

Success in this role will be measured by income secured and by the quality of partnerships built, the sustainability of funding generated, and the impact created for the young people we serve.

In2scienceUK is a remote organisation, with occasional travel across the UK for events, meetings, partner visits and staff co-working days.

## **Role Description**

### **Fundraising Strategy & Income Generation**

- Help develop, implement and continuously improve an ambitious fundraising strategy and annual fundraising plans, building a strong and sustainable funding base across corporate partnerships and trusts and foundations.
- Develop and manage a dynamic pipeline of high-value prospects across both income streams, ensuring a consistent and growing flow of multi-year income.
- Proactively identify, research and assess new funding opportunities in depth, prioritising prospects aligned to organisational priorities and with the highest likelihood of success.
- Be accountable for achieving agreed income targets, tracking performance against KPIs and using insight and learning from outcomes to continuously refine approach.

### **Trusts & Foundations**

- Develop and deliver a targeted Trusts and Foundations and Institutional funders plan aligned to organisational funding priorities.
- Write and submit high-quality, compelling applications and proposals tailored to individual funder priorities, translating complex programme outcomes into persuasive cases for support.
- Lead the full bid-writing cycle from prospect research and concept development through to submission, reporting, stewardship and renewal.
- Build and maintain strong relationships with programme officers, trustees and key decision-makers, treating funders as long-term partners.

### **Corporate Partnerships**

- Personally scope, cultivate and secure new five and six figure+ corporate partnerships, building a diverse and robust portfolio with multi-year commitments.
- Develop strategic partnerships that create value for both In2scienceUK and our partners, delivering meaningful social impact alongside sustainable income.
- Work with the Head of Fundraising, rest of SMT, CEO, and Trustees to engage corporate prospects at the most senior levels and unlock significant new partnerships.
- Build and maintain a forward-looking prospect pipeline, scanning the market for emerging opportunities and innovative partnership models.

### **Relationship Management & Stewardship**

- Manage a portfolio of existing corporate and trust funders, delivering excellent stewardship that builds trust, inspires loyalty and secures repeat funding and uplifts.
- Lead on funder reporting across both income streams, delivering timely, high-quality updates that demonstrate impact and meet all funder requirements.
- Represent In2scienceUK externally at conferences, networking events, industry groups and sector gatherings, acting as a confident ambassador to generate high-quality prospects and strengthen relationships.

### **Collaboration & Fundraising Management**

- Work collaboratively with colleagues across In2scienceUK to develop compelling funding propositions, including reporting timelines and deliverables.
- Work closely with programme and senior colleagues to build evidence-based cases for support, develop fundable projects and produce credible impact reporting.
- Formulate high-quality fundraising materials, proposals, cases for support, donor communications, to engage new funders and strengthen existing relationships.
- Maintain accurate, up-to-date records of all funding leads, opportunities, applications and relationships in the CRM system, ensuring strong pipeline visibility and sound data management.
- Attend internal and external meetings to keep key stakeholders updated, contributing to team planning and cross-organisational fundraising initiatives.

As duties and responsibilities change, the job description will be reviewed and amended in consultation with the post holder. The postholder will carry out any other

duties that are within the scope, spirit and purpose of the job as requested by the line manager. All staff must undertake all mandatory training, checks and compliance as instructed by the organisation.

## About You

You are likely to be someone who enjoys building meaningful relationships and turning opportunities into long-term partnerships. You will be ambitious, proactive and resilient, with a strong sense of personal ownership and accountability. You will be equally comfortable developing a compelling funding proposition, meeting with senior decision-makers and stewarding existing supporters with care and professionalism.

Most importantly, you will be motivated by our mission and excited by the opportunity to help create a more equitable future for young people from underrepresented backgrounds.

## Person Specification

### Fundraising Experience & Track Record

- Demonstrable experience of securing and growing five and six-figure gifts and partnerships across corporate and trusts and foundations income streams. *(E)*
- Experience of managing the full fundraising cycle from prospect research and application through to reporting, stewardship and renewal. *(E)*
- Experience of writing high-quality trust and foundation applications, including developing compelling, insight-driven cases for support that translate complex programme outcomes into persuasive funding propositions.
- Experience of securing and managing multi-year corporate partnerships, including an understanding of corporate social responsibility, social impact investing and employee engagement. *(E)*
- A strong track record of sustained income growth, with evidence of performance against targets and the ability to understand, forecast and report against income budgets. *(E)*
- Experience of producing high-quality impact reports and partnership updates that inspire confidence and demonstrate value, tailored to individual funder priorities and guidelines. *(E)*

### Relationship Management & Stewardship

- Exceptional relationship management skills, with the ability to build strong, trust-based relationships with corporate partners, trust funders and senior stakeholders at all levels. *(E)*

- A commitment to high-quality stewardship, with experience of designing and delivering funder journeys that deepen engagement, inspire loyalty and secure repeat or increased funding. *(E)*

### **Fundraising Management & Planning**

- Experienced in contributing to and delivering ambitious fundraising plans with clear KPIs, workplans and performance analysis. *(E)*
- Strong organisational skills, with the ability to manage multiple deadlines, competing priorities and a demanding workload without losing attention to detail. *(E)*
- Sound record-keeping and data management skills, with experience of using a CRM system to manage contacts, track pipeline and monitor performance. *(E)*

### **Skills & Personal Qualities**

- Outstanding written and verbal communication skills, able to write persuasively and concisely, and to present In2scienceUK's work with clarity and conviction. *(E)*
- Entrepreneurial and proactive, with the ability to spot opportunities, develop innovative funding propositions and take initiative. *(E)*
- Tenacious, self-motivated and resilient, comfortable working independently in a remote setting while working across teams and fostering a supportive, collegiate environment. *(E)*

### **Desirable**

- Prior experience working in the education, employment, social mobility or STEM sectors. *(D)*
- Personal lived experience of being from a low socioeconomic background or navigating systemic barriers, and a passion for utilising this insight to champion diversity, equity, and inclusion within the STEM sector. *(D)*
- A genuine commitment to social mobility, educational equity and widening participation in STEM.

### **Why Join In2scienceUK?**

At In2scienceUK, every member of the team contributes directly to changing lives and improving access to opportunity. We are ambitious about our mission, supportive of one another and committed to creating an environment where people can do their best work. Alongside the opportunity to develop your fundraising career, you will have the chance to work with passionate colleagues, engaged trustees, leading employers and inspiring young people whose futures are shaped by the partnerships you help create.

**Benefits:**

At In2scienceUK we practise what we preach by giving all staff opportunities to progress in their careers. You will have the opportunity to develop your career with your line manager to get you to the next level from day one.

Although we take our career development seriously we also value work-life balance. You will have the opportunity to work flexibly from home, balancing your caring responsibilities, volunteer commitments, hobbies and anything else that makes you happy.

You will have access to our Employee Assistance Programme which includes salary sacrifice options, pension contributions matched up to 7% , retail discounts, 24/7 GP service and other benefits.

You will have 28 days of annual leave per annum, plus bank holidays.

**Commitment to Safeguarding:**

In2scienceUK is committed to our responsibilities for safeguarding and promoting the welfare of children, young people and vulnerable adults as outlined in Working Together to Safeguard Children. We are committed to recruiting candidates who share this commitment to safeguarding, and therefore we apply robust recruitment and selection procedures to ensure that the people selected are right for the job, and that all candidates are appropriately screened prior to appointment.

The following pre-employment checks will be undertaken as applicable:

- References
- DBS check and/or overseas criminal records check where applicable
- Self-Disclosure
- Identity check
- Right to work in the UK
- Evidence of qualifications applicable to the role
- Confirmation of registration with applicable registered body where applicable

Many of our roles involve working with children and we will therefore take up references prior to your appointment. You should provide details of referees including your current and previous employers, covering the last 5 years. Your current or previous employer will be asked about disciplinary offences relating to children, if the role involved working with children, including any in which the penalty is time expired. We will also ask if you have been the subject of any child protection concerns and if so, the outcome of any enquiry or disciplinary procedure.

