

Fundraising Manager

Reports to: REMAP Chief Executive Officer.

Works closely with: Marketing Manager, Central Office Team, Volunteers, Beneficiaries.

Work from home: Commitment to occasional travel around the UK

Time commitment: 5 days per week 35 hours open to job share.

Remuneration: Band 4 (£40k-£45k).

Contract type: Permanent.

About REMAP and the Role

REMAP is a national charity which helps disabled people across the UK, achieve greater independence and a better quality of life.

Our community of volunteer engineers design and create equipment when no commercial alternative exists – at no charge to the individuals we help. We are the UK's only charity providing innovative, custom made and personalised equipment for disabled people.

This role is focused on leading and developing a diverse programme of fundraising activities that will generate sustainable income and support the organisation's strategic objectives and a very compelling cause. REMAP is unique.

The post holder will work closely with the CEO and build strong relationships with donors, supporters, trusts and foundations, corporate partners, and other stakeholders. An external agency will support the post holder with administrative tasks. The post holder will identify new funding opportunities while maximising income from existing fundraising activities and partnerships.

About you

You will be a confident and proactive fundraiser with general experience across income streams.

You will be a persuasive communicator and excellent relationship builder, comfortable managing multiple prospects, deadlines and priorities. You will enjoy working as part of a small, friendly team working with and supporting volunteers from across the UK. You will be comfortable working independently from home while staying closely connected to the wider team.

Your time is likely to be split in the following way:

25% researching, writing and stewarding grant makers.

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25% developing corporate partnerships.

25% developing and stewarding community fundraisers.

10% developing legacies and other long term income streams.

15% leadership and strategic development as part of the Senior Leadership Team.

Key Responsibilities

Fundraising Plans and Income Generation

- Develop and deliver effective national and local fundraising plans aligned with the organisation's strategic objectives.
- Set and monitor fundraising targets, budgets, and key performance indicators.
- Identify new income streams, test and learn as well as maximise opportunities for growth.
- Research and build relationships with prospective donors, funders, and corporate partners (at a mostly national level).
- Be responsible for REMAP's fundraising activity and an effective member of the Senior Leadership Team.
- Share fundraising expertise and experience with REMAP's community of volunteers and be responsible for the charity's guidance on fundraising.
- Chair the Funding and Publicity Forum and actively engage and train the volunteers to develop their fundraising skills, abilities, and encourage collaboration.

Corporate Partnerships

- Develop and manage and oversee corporate partnerships.
- Adhere to REMAP's ethical guidelines for corporate partnerships.

Trusts and Foundations

- Research and identify relevant grant and funding opportunities.
- Prepare compelling funding applications working with the Operations Manager and Chief Executive Officer.
- Maintain a pipeline of prospective funders and manage application deadlines.
- Monitor funded projects and ensure reporting requirements are met.
- Build and maintain strong relationships with trusts, foundations, and statutory funders.

Community Fundraising and Appeals

- Plan and deliver at least two UK wide fundraising campaigns annually, working closely with the Communications team.
- Work with colleagues and external partners to maximise participation and income.
- Develop creative national fundraising initiatives to increase awareness and engagement.
- Evaluate campaigns and use results to improve future fundraising activity.

- Plan and deliver community fundraising and stewardship activities, working alongside volunteers to engage local supporters and maximising income and participation.

Regular Giving

- Develop long-term relationships with donors, funders, volunteers, community groups, and partners.
- Increase and steward the number of REMAP regular givers.
- Ensure supporters receive appropriate and timely communications and increase donations from regular givers.

Legacies

- Develop and manage relationships with prospective and pledged legacy donors, encouraging supporters to consider leaving a gift in their will.
- Identify and cultivate legacy prospects through targeted communications, events, stewardship, and personalised engagement.
- Manage the legacy pipeline, maintain accurate records, coordinate with solicitors and executors where appropriate, and maximise legacy income.

Stewardship

- Develop long-term relationships with donors, funders, volunteers, community groups, and corporate partners.
- Lead on content for the supporters' newsletter, Limitless.
- Ensure supporters receive appropriate and timely communications.
- Represent the organisation at meetings, networking events, and fundraising activities.

Monitoring and Reporting

- Maintain accurate fundraising records and ensure donor information is managed appropriately.
- Produce regular reports on fundraising income, expenditure, pipeline, and performance.
- Monitor progress against agreed targets and provide recommendations for improvement.
- Ensure fundraising activities comply with relevant legislation, regulations, and ethical standards.

Other Tasks

- Provide cover for Communications colleagues in their absence.
- Keep accurate records on Salesforce for all internal and external stakeholders.

Initial Objectives and Targets

- Develop propositions.

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- Create a pipeline.
- Support community fundraisers.
- Organise London Marathon 2027 activities, including stewarding each runner to encourage them to hit their fundraising target.

Person Specification

Essential

- Proven experience in a fundraising role, with a strong track record of generating income against agreed targets.
- Experience developing and delivering successful fundraising plans.
- Experience of identifying and securing income from trusts, foundations, individual donors, corporate partners, legacies and community fundraising.
- Excellent written and verbal communication skills, with the ability to produce compelling funding applications, proposals, reports, and donor communications.
- Strong relationship-building skills, with the ability to develop and maintain effective relationships with donors, funders, volunteers, and external partners.
- Experience of supporting volunteers in their fundraising endeavours.
- Excellent organisational and project-management skills, with the ability to manage multiple priorities and meet deadlines.
- Experience of monitoring fundraising performance, maintaining accurate records, and producing income reports.
- Good financial awareness, including experience managing fundraising return on investment.
- Evidence of continuing professional development in fundraising, income generation, relationship management, or a related area.
- Ability to work independently, use initiative, and contribute effectively as part of a wider team.
- Commitment to ethical fundraising practices and the organisation's values and mission.

Desirable

- Experience of fundraising in the context of supporting disabled people.
- Experience using Salesforce database to manage donor and supporter information.
- Understanding of digital fundraising, social media, and online donor engagement.
- Understanding of marketing.
- Understanding of safeguarding and data protection.

Benefits: Statutory leave 28 days and Bank Holidays plus office closure over the Christmas period (subject to Board approval). Training opportunities and Employee Assisted Programme also available.