



Grants and Partnerships Manager

Job Description

About Galop

Galop is the UK's LGBT+ anti-abuse charity. Founded in 1982, Galop has been championing the needs and safety of the LGBT+ community for 40 years.

Galop works directly with thousands of LGBT+ people who have experienced abuse and violence every year. We specialise in supporting victims and survivors of domestic abuse, sexual violence, hate crime, so-called conversion therapy and other forms of abuse including honour-based abuse and forced marriage. We are a service run by LGBT+ people, for LGBT+ people, and the needs of our community are at the centre of what we do.

We run three national support helplines: for LGBT+ victims and survivors of domestic abuse, survivors of so-called "conversion therapy", and LGBT+ people who have experienced hate crime. We provide advocacy services, both in London and nationally, for LGBT+ victims who need longer-term support. We are person-centred, empowerment-based, and trauma-informed – meaning our focus is always on helping our clients decide what is best for them, and then supporting them through their journey.

We use what we learn through working on the frontlines with clients to work for national and local policy change to improve outcomes for LGBT+ victims and survivors of abuse and violence. We build evidence through key pieces of research, like our recent series of reports into LGBT+ experiences of sexual violence. We push for legislative change, improved

statutory guidance for victims, and better understanding of the needs of LGBT+ people around the country.

About the Grants and Partnerships Manager

We began investing in this area of fundraising in April 2023, with some key foundation building and partnership building taking place since then. This role aims to develop and secure a diverse range of funding streams in order to deliver our ambitious fundraising growth plans over the next 3 years.

In this role, you'll work with the Head of Fundraising and Comms to grow our income from Trusts, Foundations and corporate partnerships to ensure the long-term stability of the charity, helping us to deliver support to as many LGBT+ victims and survivors of abuse as possible. This is an exciting opportunity to work with a compelling cause, to grow networks, and create strategic partnerships to affect real structural change.

This is a pivotal moment in Galop's journey. We have grown quickly over the last six years, and you'll help to shape the future of our work and reach more of our community. You'll also be helping to amplify the voices of LGBT+ survivors of abuse.

You will be responsible for:

- Identifying opportunities with funders and potential partners.
- Preparing compelling funding applications.
- Developing partnerships with trusts, foundations and corporate supporters to identify new sources of funding, maintaining a prospect pipeline of opportunities.
- Supporting the Services Team to secure funding from government and statutory sources.
- Leading on creating a funder stewardship plan, submitting and monitoring applications, liaising with funders at all stages of the process.

- Working with the CEO and Head of Fundraising to prepare plans, income targets and manage budgets and forecasts for income from trusts, foundations, and corporate partnerships.
- Working with the Comms and wider Advocacy teams to create compelling storytelling for funding applications.
- Compiling, submitting and maintaining clear records of reports for Galop's Trusts and Foundations where needed.
- Working with the CEO and Head of Fundraising to develop key strategic relationships which will benefit Galop's long-term plans.
- Representing Galop at engagements hosted by trusts, foundations and corporate supporters, which may involve delivering presentations or talks.
- Supporting the work of the wider fundraising team as needed.
- Adhering to all Galop policies and procedures.
- Any other duties as required.

About you

We're looking for someone with a proven experience of securing grants and/or corporate partnerships, with excellent written communication and storytelling skills to help Galop take its next steps. You'll need to have good resilience and self-care, and be prepared to work in an environment where abuse and violence are regularly talked about.

The below list is a guide for the kind of skills and experience we'd like you to have – but you don't have to have it all to be considered. We recognise that your experience may be from unpaid roles as well as formal employment. We want to know why you're the right person for this role, not whether you've been given the right opportunities.

Experience and knowledge	Essential (E) or Desirable (D)
Proven experience of raising income from trusts, foundations, and/or corporate partnerships	E
Proven experience of building and maintaining strong relationships with a range of stakeholders	E
Experience of contracting with funders or partners	E
In-depth knowledge of LGBT+ experiences and communities	E
Experience of raising income from government/statutory sources	D

Experience of raising income from major donors, a new funding stream Galop would like to explore	D
Experience of financial analysis and reporting	D
Experience of working in the LGBT+, VAWG, or victim support sectors	D
A strong understanding of risk	D
Skills	
Excellent written and oral communication skills, with strong attention to detail and compelling storytelling	E
Ability to develop proposals and confidently pitch to funders	E
Excellent time and project management skills	E
Ability to manage multiple priorities to set deadlines	E
Confident networker, with strong communication skills	E
Strong understanding of discrimination and intersectionality	E

At Galop, we believe that life should be safe, just and fair for all LGBT+ people, and that includes our staff in the workplace. We believe in equity and understand the importance of inclusion for staff with a wide range of lived experience. No matter your age, race, faith, orientation, gender identity, disability, or class, we want you to feel welcome here. To that end Galop has a multi-year Equity, Diversity, and Inclusion plan in place, currently focusing on equity and inclusion for Trans and BAMER members of staff. We are committed to listening and learning, and to constant improvement. We believe it is our job to make sure that all our staff, particularly those from minoritised backgrounds, feel welcome, safe, and able to thrive at Galop.

Location

Galop's offices are located in London. Hybrid working is available and we are open to majority remote working.

Hours

Full Time (35 hours per week)

Contract

Permanent

Reports to:

Head of Fundraising and Comms

Salary

£40,720.38 - £43,872.48 (including Inner London Weighting of £4,129.42)

Closing Date

Applications should be submitted by **10:00am on 19th February 2025**.

First round interviews will be held on **week beginning 3rd March 2025**.

Questions?

If you have any questions or would like to discuss the role further prior to application, please contact recruitment@galop.org.uk