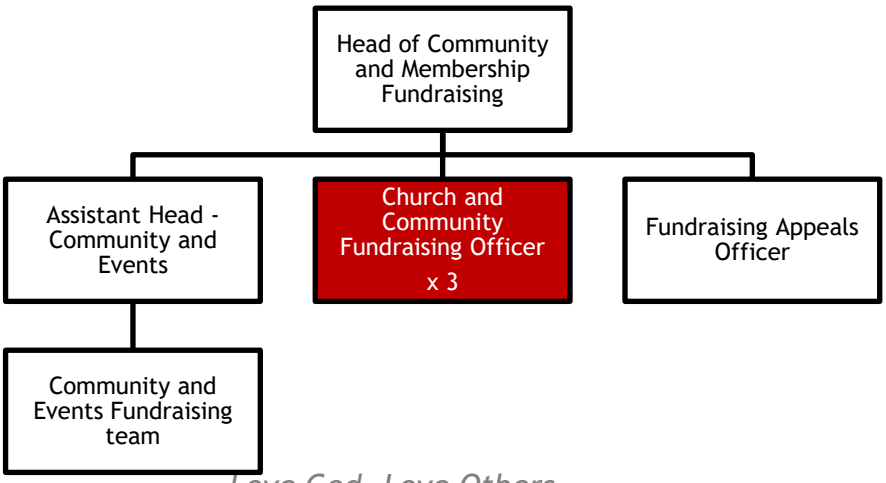
JOB PROFILE

Job title:	Church and Community Fundraising Officer
Purpose:	To provide fundraising advice and guidance to support Salvation Army churches and centres in their fundraising, while strategically building relationships with community organisations, local businesses, and key stakeholders. The role is responsible for maximising income, strengthening corps (Salvation Army church) capacity, and driving long-term, sustainable impact across the assigned geographic region.

About The Salvation Army:
The Salvation Army expresses its faith through charitable action, working at the heart of communities across the UK and Ireland. With 600 churches and community centres, we serve the most vulnerable people, alongside centrally coordinated services including residential programmes for homeless people, detox centres, family centres, refuges for victims of domestic violence, safe houses, modern slavery support, and Employment Plus services.

The Role:
The role is responsible for supporting Salvation Army churches and centres with their local fundraising and building strategic external partnerships to support the mission of The Salvation Army. This involves equipping, empowering, and releasing churches and centres to fundraise effectively while directly cultivating relationships with community organisations, local businesses, and key stakeholders such as councils and civic leaders. You will also engage with and support individuals who choose to fundraise for The Salvation Army, helping them maximise their fundraising and inspire long-term support. Responding to the funding needs of churches and centres, the role will build on supporter agency wherever possible. The role operates within a regional structure, targeting high-opportunity areas while also supporting lower-income or capacity-building regions. The role works closely with the divisional teams, other fundraising teams and central functions, reflecting the broader remit beyond just corps support.

Organisation Chart



Report to:	Head of Community & Membership Fundraising
Accountable to:	Director of Fundraising
Key working relationships:	Divisional leadership, corps officers and centre managers, Territorial Community Engagement Leads, Regional Communications Officers, Mission Focus Groups, Finance Department, Legacies fundraising team, Philanthropy fundraising team, Donor services, and relevant units in the Mission Service
People management:	There are no people management responsibilities
Operating budget:	There are no budgetary responsibilities

You will…

- Act as the first point of contact for local mission units in your assigned geographical region, supporting them to generate income through local fundraising. Tailor support and engagement based on the opportunity and capability of the corps and region.
- Steward relationships with individual churches and centres to identify funding needs, develop suitable fundraising approaches, and support clear messaging and appeals frameworks.
- Identify and grow organisational-giving opportunities. Build and maintain strategic external partnerships with community organisations, local businesses, and key stakeholders (e.g., councils and civic leaders) to enhance fundraising opportunities.
- Hold a defined territory-wide lead responsibility (e.g. grants, community partnerships, or campaigns), contributing to the development, coordination, and continuous improvement of best practice, tools, and resources across the wider Territory.
- Work with colleagues across the wider Salvation Army to support and equip corps in territorial fundraising appeals (e.g., Big Collection, Self-Denial).
- Support corps and centres in developing networks of volunteers and drawing on volunteer expertise where possible.
- Analyse and interpret data to prioritise work, identify opportunities, and achieve results.

- Share best practice across the region, and help embed a mission-centred, sustainable fundraising culture within corps and centres and sharing learnings across the fundraising team.

- Drive measurable fundraising outcomes: Set and achieve clear goals, including income targets, supporter engagement metrics, and organisational-giving growth, ensuring the impact of fundraising activity can be tracked, reported, and optimised.

- Work with relevant teams to support the development and implementation of tools and platforms that enable corps fundraising and partnership management.

- Support the production of regular reports and analysis on corps and partnership fundraising performance, providing insights and recommendations for action.

- Collaborate closely with stakeholders across the UK to ensure local fundraising and partnerships are delivered effectively and in compliance with the Fundraising Regulator's Code.

- Support the Head of Community and Membership Fundraising on the future development of corps and partnership-based fundraising.

- Undertake other duties and project work as required, appropriate to your level, to meet the objectives of the unit.

- Fulfil your duties in alignment with all relevant Salvation Army and statutory policies and procedures including health and safety, safeguarding, data protection, equality and diversity.

You have…

- Previous strong experience of working in a busy and varied fundraising role, ideally in church-based or community fundraising, successfully meeting your own individual financial targets (A,I)

- Strong relationship management skills, with the ability to successful collaborate with both internal and external stakeholders, advise/guide colleagues and customers on fundraising processes and practices, and deliver excellent customer service (A,I)

- Experience of working with faith-based organisations and able to demonstrate an understanding of churches and church networks (A,I)

- Strong proven experience of working with a fundraising CRM database, analysing data, identifying trends and reporting on findings to support decision making processes (A,I)

- A strong understanding of all relevant legislation relating to data protection and fundraising best practice (A,I)

- Demonstrable strong communication skills, both written and verbal, with the proven ability to convey information to customers/colleagues in a clear, effective and professional manner (A,I)

- Excellent attention to detail, experience of managing a busy workload, showing resilience, self-motivation, adaptability, working to tight deadlines and meeting your objectives successfully both as an individual and as part of a team (A,I)

- Demonstrable ability to record and monitor financial data, accurately and efficiently using spreadsheets and/or an accounting system and delivering standard financial reporting (A,I)

- Proven strong experience of using IT software such as Microsoft Office (Word/Excel/PowerPoint), Outlook, Teams and databases to enhance and improve the delivery of your duties (A,I)

- The ability to work flexibly to deliver the requirements of your role with regular travel (up to 50% of your working time) to visit corps and settings within the assigned geographic region (A,I)

- The ability and willingness to work within and be empathic with the Christian ethos and values of The Salvation Army Mission (A,I)

You may have…

- Knowledge of The Salvation Army's work both as a church and a charity (A,I)

- A fundraising qualification (A,I)

- Experience using the Visual Alms fundraising database (A,I)

How criteria will be assessed - (A) application form; (I) interview; (T) test; (P) presentation and (R) references.

We expect you to exhibit behaviours that model our values of integrity; accountability; compassion; passion; respect and boldness

This is the job profile as it is constituted at the date shown. It is the practice of The Salvation Army to examine job profiles in order to update them periodically and ensure that they relate to the job being performed, or to incorporate any proposed changes.