

**Job Title:** Networking and Events Fundraiser

**Location:** Hybrid (Working between home and in the office, with the team). Happy to discuss other working options. Flexibility to attend networking events, meetings, and activities outside of regular business hours as needed.

**Role Type:** 24-month fixed term contract with possibility of extension, 18.75 hours pw

**Salary:** £17,500 (£35000 FTE)

**Start date:** June 2024

### **Job description**

Gympanzees is a multi-award-winning Bristol-based charity. Our mission is to ensure all children and young people with a disability have access to regular exercise, play and friendship. We aim to open multiple exercise and play facilities around the country – the first of which will be in Bristol. This is an exciting time to join an ambitious team who will raise funds for the UK's first centre of its kind.

Gympanzees is seeking a dedicated and resourceful Networking Fundraiser to join our team. This role is pivotal in expanding our network of supporters, donors, and partners to generate crucial funds in support of our mission. The ideal candidate will excel in building relationships, leveraging connections, and fostering collaborations with individuals and organisations passionate about promoting Gympanzees. This position offers an exciting opportunity to play a key role in driving fundraising efforts through strategic networking initiatives.

At Gympanzees, we offer a working environment that enables everyone to perform their best with flexible hours and remote working options to suit your home life. The role is hybrid with time split between our office at Aust and home working. We are open to discussing working patterns that work best for you whilst keen for you to be an active team member.

**Main Responsibilities - include but are not limited to.**

- **Networking and Relationship Building:** Proactively identify and engage potential donors, sponsors, and partners through networking events, conferences, meetings, and outreach activities.
- **Stakeholder Engagement:** Cultivate and maintain relationships with existing and prospective donors, sponsors, and community leaders, effectively communicating Gympanzees' mission, impact, and funding needs.

- **Donor Cultivation:** Develop and implement personalized strategies to steward donors, including regular communication, donor recognition, and engagement opportunities tailored to their interests and preferences.
- **Partnership Development:** Collaborate with businesses, foundations, community groups, and other stakeholders to establish strategic partnerships, sponsorship opportunities, and cause-related marketing initiatives.
- **Fundraising Campaigns:** Support the development and execution of fundraising campaigns, including major gifts, corporate giving, and peer-to-peer fundraising initiatives, leveraging networking connections to expand donor participation and reach fundraising goals.
- **Event Support:** Assist in the planning and execution of fundraising events, providing networking support to secure sponsorships, donations, and attendance, and actively engaging attendees to cultivate relationships and drive fundraising results.
- **Prospect Research:** Conduct research to identify potential donors, sponsors, and funding opportunities, analyzing donor interests, capacity, and giving history to inform cultivation strategies and prioritize outreach efforts.
- **Data Management:** Maintain accurate and up-to-date records of donor interactions, communications, and contributions using CRM software, and generate reports to track fundraising progress and measure the effectiveness of networking efforts.
- **Collaborative Approach:** Work collaboratively with the fundraising team, marketing department, program staff, and executive leadership to align networking activities with organizational priorities, fundraising goals, and strategic initiatives.
- **Continuous Learning:** Stay informed about trends, best practices, and emerging opportunities in fundraising and networking, seeking professional development opportunities to enhance skills and knowledge in the field.

## Skills you'll need

- Proven experience in networking, relationship building, or fundraising, preferably in the nonprofit sector.
- Strong interpersonal and communication skills, with the ability to engage and inspire diverse audiences and articulate Gympanzees' mission and impact persuasively.
- Excellent networking abilities, with a natural aptitude for connecting with people, building rapport, and cultivating meaningful relationships.
- Strategic thinker with the ability to identify and pursue networking opportunities aligned with fundraising goals and organisational priorities.
- Highly organised and detail-oriented, with the ability to manage multiple relationships and initiatives simultaneously.
- Proficiency in Microsoft Office Suite, CRM software, and social media platforms.
- Flexibility to attend networking events, meetings, and activities outside of regular business hours as needed.
- Passion for Gympanzees' mission to become the first leisure centre of its kind in the UK.

## **What's in it for you**

At Gympanzees we strive to create a workplace that reflects the communities we serve and where everyone feels empowered to bring their full, authentic selves to work. Our mission is to build an inclusive culture that encourages, supports, and celebrates the diverse voices of our community and its employees. We are a hugely passionate and driven team; our jobs are more than work. As a small team, every opinion is valued, and we encourage risk and learning to make us as good as we can be.

We offer 25 days holiday (plus bank holidays), increasing 1 day each year you are part of the team, up to 30 days. In addition, everyone is given their birthday off.

We also offer a healthcare plan that you can use to reclaim cash against Dental appointments and treatment, Opticians, Therapy and Specialist Consultations.

Employee Assistance Programme.

Training opportunities.

Sick pay.

NEST pension.

Gympanzees is committed to promoting diversity and encourages applications from underrepresented groups (e.g., Disabled people, people from ethnic minorities, LGBTQ+ people). As a Disability Confident Employer, we guarantee an interview to all applicants who meet our essential criteria.

To apply, please send a short covering letter explaining why you should be considered for the role. We are also happy to accept your cover letter in video format.

If you are successfully shortlisted, you will be invited for an interview. If successful, you will be asked to provide the names of two referees who have known you for at least two years preferably in a professional context. This can include employers, colleagues, teachers, tutors, support workers, community leaders, a child's teacher, or a member of a hobby or exercise group you belong to.

## **Our commitment to safeguarding**

At Gympanzees, we take very seriously our responsibilities for the safety and welfare of the people who use our services, our volunteers, staff, and the organisation as a whole.

All applicants successful at the interview will be asked to disclose unspent convictions under the terms of the Rehabilitation of Offenders Act 1974 (as amended in 2013).

If you would like this document in any other format or if you are experiencing difficulties applying, please get in touch by email, phone or in writing.

Email: [info@gympanzees.org](mailto:info@gympanzees.org) Tel: 07551 615969

Address: Gympanzees, Brightside Park, Aust, BS35 4BL