



**TIGERS
TRUST**

Head of Fundraising & Partnerships Recruitment Pack



Your Club. Your Community. Your Opportunity.



Help us grow our income, our partnerships and our impact across Hull and East Yorkshire.

THE OPPORTUNITY

We are looking for an experienced and dynamic fundraising leader to help Tigers Trust achieve significant income growth over the next five years, strengthening the long-term sustainability of the organisation and expanding our impact.

Your Club. Your Community. Your Opportunity.

A message from our Chief Executive

Dear Candidate,

Thank you for your interest in joining Tigers Trust. This is an exciting time for our organisation. We have a clear ambition to grow in a way that lasts, increasing our impact while remaining true to the communities we serve.

Our connection with Hull City AFC, as their official charity, gives us a unique opportunity to use the power of the Club to build momentum. We want to use that connection to reach more people, build stronger partnerships and create more opportunities for children, young people, adults and communities across Hull and East Yorkshire. Our strategy is focused on strengthening people and communities, raising educational attainment and employability opportunities, and improving health and wellbeing.

As the Head of Fundraising & Partnerships you will be central to making that ambition possible. We are looking for someone to work with [me / our CEO] who can think strategically, build trusted and high-value relationships, identify new opportunities and inspire colleagues across the Trust to see their role in growing income and impact. Just as importantly, we need a leader who shares our values and cares passionately about our community and what we do.

You will join our Senior Leadership Team and work closely with [me / our CEO], our board of trustees, colleagues, partners and Hull City AFC. This is not simply a fundraising role; it is an opportunity to help shape the future of the Tigers Trust.

If you are ambitious for what our charity can achieve for the people and communities of Hull and East Yorkshire, and you want to make a lasting difference, I would encourage you to apply.

I look forward to hearing from you.

Chief Executive
Tigers Trust



Karina Ellis

About Tigers Trust

Tigers Sports and Education Trust is a charitable organisation dedicated to ensuring the lives of people who live in Hull and East Yorkshire are active, happy, healthy and safe. We inspire, engage and energise children, adults and communities to be ambitious, healthy and connected through sport, active participation, education and employability.

OUR AMBITION

To inspire, engage and energise children, adults and communities to be ambitious, healthy and connected.

Our three strategic priorities are:

Raise educational attainment and employability opportunities – helping people achieve, progress and access opportunities for learning and work.

Inspire and strengthen people and communities – building safe, inclusive communities where people belong, thrive and make positive life choices.

Improve health and wellbeing – creating opportunities for people to be active, connected and healthy.



We have a strong set of core values that drive how we do what we do and what we stand for:

Fun

We believe fun should be central to all we do

Ambition

We strive to be the best in everything we do

Inspiration

We seek to be positive role models in all we do

Respect

We treat everyone with respect

Passion

We care passionately about our community

Inclusivity

We seek to ensure inclusivity in all we do

Over the next five years, our priorities include expanding youth and community work, growing our employability offer, expanding education, playing a role in neighbourhood health and prevention, supporting women's and girls' football, developing the Tigers Trust Arena as a leading sports and community facility, and growing in a way that lasts.

Please take some time to explore our website and social media channels to learn more.



[@tigerstrustofficial](https://www.instagram.com/tigerstrustofficial)



[@tigerssportandeducationtrust](https://www.facebook.com/tigerssportandeducationtrust)



[@tigerstrust](https://www.linkedin.com/company/tigerstrust)



www.tigerstrust.co.uk

[Click here to see our impact.](#)



The role

As Head of Fundraising & Partnerships, you will lead the development and delivery of a strategic fundraising programme that generates sustainable income and supports Tigers Trust's growth ambitions. You will lead fundraising across multiple income streams, develop high-value partnerships and embed a culture of fundraising and income generation across the Trust.

WHY THIS ROLE MATTERS

The Trust has ambitious plans for growth. Your leadership will help turn those ambitions into sustainable income, stronger partnerships and greater impact for the people and communities we serve.

Key responsibilities

- Develop and implement a long-term fundraising and income growth plan aligned with the Trust's mission and strategy.
- Lead the diversification and growth of income streams, including major donors and sponsors, corporate partnerships, individual giving, community fundraising, legacy giving and events.
- Develop high-value, long-term corporate partnerships that create shared value for Tigers Trust and its partners.
- Build and maintain a strong pipeline of opportunities across statutory, corporate, individual and philanthropic sources.
- Secure significant funding through high-value proposals, major donor cultivation and strategic partnerships.
- Oversee supporter stewardship to maximise engagement, retention and lifetime value.
- Provide strategic fundraising performance reports and recommendations to the Chief Executive and Board of Trustees.
- Build strong relationships with major donors, grant-makers, corporate partners, business leaders, stakeholders and Hull City AFC.
- Provide oversight of marketing and communications, ensuring the Trust has a compelling narrative and clearly communicates its impact.
- Embed a culture of supporter engagement and income generation across the organisation.

The person we are looking for

We are looking for a strategic, ambitious and relationship-led fundraising professional who can combine strong fundraising expertise with the confidence to operate as a senior leader. You will be comfortable developing strategy, opening doors, securing investment and bringing people with you.

You will bring:

- Senior-level fundraising experience within a charity, not-for-profit or related environment.
- A proven track record of securing substantial income from a range of fundraising sources.
- Experience of developing and delivering successful fundraising strategies.
- Experience leading and managing communications, marketing and fundraising teams.
- Experience managing high-value donor, corporate and stakeholder relationships.
- Experience working with and reporting to senior leadership teams and boards.
- Strong understanding of fundraising principles, regulation and best practice.
- Excellent strategic planning, communication, presentation, influencing and relationship-management skills.
- Strong financial and budget management capability and the ability to use data and insight to improve performance.
- Experience of CRM systems and fundraising databases.

How you will lead:

- Strategic – focused on long-term sustainability and growth.
- Inspirational – able to motivate and develop people to succeed.
- Entrepreneurial – willing to take initiative, spot opportunities and drive change.
- Commercially aware – able to understand value, investment and return.
- Collaborative – builds strong relationships across the Trust and externally.
- Resilient and adaptable – comfortable working at pace in a dynamic environment.
- Values-led – passionate about Tigers Trust and making a difference in our community.

What we offer

SALARY

Up to £55,000 per annum, dependent on experience.

- Full-time – 37.5 hours per week.
- 20 days annual leave plus 8 bank/public holidays, increasing to 25 days after 5 years.
- Your birthday off after six months' service.
- Flexible working.
- Company pension scheme after completion of probation.
- Training and development opportunities.
- Staff social events and activities.
- Free car parking and tea and coffee in the offices.
- Health and wellbeing support, including occupational health support and confidential counselling after six months, plus Healthcare Cash Plan and My Wellness Benefits.
- Inclusive and welcoming working environment.
- Free physical activity and sports sessions.
- Life Assurance.

Key Information:

Role	Head of Fundraising & Partnerships
Reports to	Chief Executive
Team	Senior Leadership Team
Location	Tigers Trust Arena, Walton Street, Hull, HU3 6GA
Direct report	Marketing and Communications Manager
Hours	37.5 hours per week
Probation	3 months
Salary	Up to £55,000, dependent on experience

How to apply

We want to make the recruitment process straightforward and give you the opportunity to understand Tigers Trust, our ambitions and the contribution you could make.

Please complete an application form outlining your interest in the role and how you meet the role criteria, please email the completed form to karina.ellis@tigerstrust.co.uk, no later than closing date set out below

We reserve the right to close the vacancy early if sufficient applications are received.

KEY DATES

Closing date for applications: By 12 noon, Wednesday 9 September 2026

Interview date(s):

First stage interview (via teams) Wednesday 16 / Friday 18 September 2026

Second stage / final interview (in person): Wednesday 30 September 2026

If you would like a conversation to learn more about the role, then please contact Karina Ellis via email karina.ellis@tigerstrust.co.uk to arrange a suitable time.

Safeguarding and equality

Tigers Trust is committed to safeguarding the welfare of children and adults at risk and requires all employees to share this commitment and promote their welfare. Appointment to this role is subject to a satisfactory Enhanced DBS Check (with children's barred list check) and references.

Tigers Trust is committed to creating an inclusive and diverse environment and is proud to be an equal opportunity employer. We welcome applications from all backgrounds and seek to ensure equality, diversity and inclusion are embedded throughout the Trust.



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impact of Tigers Trust.

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