



SENIOR FUNDRAISER

APPLICANT PACK

WELCOME TO LTSB

At LTSB, we believe talent is everywhere - but opportunity isn't. We work to change that, supporting young people from some of the UK's most disadvantaged communities to realise their potential and build meaningful careers.

If you're passionate about social mobility and motivated by creating real pathways for young people, we'd love to hear from you.

Application Details

To apply for this role, please submit:

- Your CV
- A personal statement (max. two pages) outlining:
 - Your relevant experience and skills, what you would bring to the role and why you want to contribute to LTSB's mission and impact.

Key Dates

- **Application deadline:** 5.00pm, Monday 3rd August 2026
- **Interviews:** Likely to take place w/c 10th August 2026

Accessibility

We are committed to making our recruitment process inclusive and accessible. If you have any access requirements, please let us know - we'd be happy to discuss alternative arrangements.

Find out more

If you'd like an informal conversation about the role, or whether your experience might be a good fit, please contact: **Petra Jarratt, Fundraising Manager, at** petra@ltsb.charity.

CLOSING DATE: 5.00PM, 3 AUG 2026

ABOUT US

LTSB is a social mobility charity that works with talented young people from disadvantaged backgrounds, ensuring they find meaningful, skilled careers – and that companies get positive, effective staff who can make a difference from their first day. Since 2012, over 1,900 young people have been on our programmes:

- 92% have completed and 99% would recommend our programmes
- Over 1,250 of those who completed have started careers in companies like NatWest, RSM, BDO and BKL. For more information, visit www.ltsb.charity/impact.

OUR AIMS

Our four key aims are:

- Promoting opportunities to those from underrepresented backgrounds
- Preparing young people for the workplace, and the workplace for young people
- Placing candidates in careers, stewarding and contextualising their application
- Providing pastoral care - a support network for the first year of their career.

OUR VALUES

We are **BOLD**.

Bespoke

We use our authority and expertise to meet the specific needs of our stakeholders

Open-minded

We respect young people's unique differences and see their potential

Leaders

We enable social mobility by challenging discrimination and inequality

Determined

We're committed to empowering long-term change

JOB DESCRIPTION

JOB TITLE:	Senior Fundraiser
REPORTING TO:	Fundraising Manager
SALARY:	£29,725 per annum (£37,156 FTE)
HOURS	Part time, 30 hours per week (0.8 FTE)
CONTRACT TYPE:	2 year Fixed-term contract
LOCATION:	Home-based with occasional travel for team meetings, programme visits, staff days, networking events and meetings with funders and supporters.

ABOUT THE ROLE

This is an exciting opportunity for an experienced fundraiser who wants to play a key role in the growth of a dynamic and ambitious charity.

Working within the Fundraising & Communications Team, you will develop and secure income from a range of funding sources including trusts and foundations, statutory funders, lottery distributors, corporate foundations and philanthropic supporters.

While strong trusts and foundations experience is essential, we are looking for someone who can work flexibly across income streams, identify opportunities, build relationships and pursue the strongest prospects wherever they arise. This breadth is important in a small team, where fluidity and responsiveness help maximise income and ensure we follow the most promising routes to success.

The successful candidate will contribute to both income generation and fundraising strategy, helping LTSB diversify income, strengthen supporter relationships and maximise opportunities for future growth.

MAIN RESPONSIBILITIES

Income Generation and Pipeline Development

- Develop and manage a pipeline of funding opportunities across trusts and foundations, statutory funding, lottery funding, corporate foundations and philanthropy.
- Research, identify and qualify prospective funders and supporters aligned with LTSB's strategic priorities.
- Build a balanced pipeline that supports both short-term income generation and long-term sustainability.
- Contribute to income forecasting, pipeline reporting and fundraising planning.
- Identify new opportunities to diversify and grow income.

Trusts & Foundations

- Develop and manage relationships with existing and prospective charitable trusts and foundations.
- Prepare compelling funding applications, proposals, expressions of interest and reports.
- Steward existing funders to maximise retention and long-term support.
- Work with colleagues across the organisation to develop strong, evidence-based funding propositions.

Statutory and Lottery Funding

- Identify opportunities from local authorities, government departments, combined authorities and other statutory bodies.
- Research and pursue opportunities from lottery distributors and other institutional funders.
- Support the development of partnership bids and collaborative funding applications where appropriate.
- Coordinate information gathering and bid development processes across teams.

MAIN RESPONSIBILITIES (CONT.)

Corporate Foundations and Philanthropy

- Develop relationships with corporate foundations and charitable trusts connected to businesses.
- Research and help cultivate prospective major donors and philanthropic supporters.
- Support colleagues with donor engagement, cultivation and stewardship activity.
- Contribute to the development of LTSB's emerging philanthropy activity and supporter network.

Relationship Management and Stewardship Trusts & Foundations

- Build strong relationships with funders, supporters and key stakeholders.
- Deliver high-quality reporting and stewardship that demonstrates impact and encourages long-term support.
- Represent LTSB confidently and professionally at meetings, events and networking opportunities.
- Support funder visits and opportunities for supporters to engage with LTSB's work.

Strategic Contribution

- Contribute to the development and implementation of LTSB's fundraising strategy.
- Share intelligence and insight on funders, fundraising trends and emerging opportunities.
- Work collaboratively with programme, communications and finance colleagues to strengthen funding propositions and supporter engagement.
- Act as an ambassador for LTSB and our mission.

The above is not an exhaustive list of duties, and you will be expected to perform different tasks as necessitated by your changing role within the organisation and the overall business objectives of the organisation.

WHAT YOU'LL BRING

- Strong experience of securing funding from trusts and foundations and at least one other discipline such as corporate, major donors, lottery or statutory fundraising.
- Experience of developing successful funding applications, bids or proposals.
- Experience of managing and developing relationships with funders or external stakeholders.
- Experience of prospect research and pipeline development.
- Experience of managing multiple projects, deadlines and priorities simultaneously.
- Excellent written communication skills with the ability to develop compelling and persuasive funding applications.
- Strong relationship-building and stakeholder management skills.
- Excellent research and analytical skills.
- Strong organisational and project management skills.
- Ability to interpret impact data and organisational priorities and translate them into compelling funding propositions.
- Strong attention to detail.
- Good IT skills, including Microsoft Office and CRM systems.
- Passion for LTSB's mission and commitment to social mobility.
- Entrepreneurial, proactive and opportunity-focused.
- Comfortable working independently and taking ownership of opportunities.
- Collaborative and willing to contribute across a small team.
- Resilient, adaptable and solutions-focused.
- A strong commitment to equality, diversity and inclusion.

Desirable Experience & Knowledge

- Statutory fundraising.
- Lottery fundraising.
- Corporate foundation fundraising.
- Major donor fundraising.
- Experience within the youth, education, employability or social mobility sectors.
- Experience contributing to fundraising strategy and income planning.
- Understanding of the UK funding landscape.
- Understanding of social mobility and the barriers facing young people from disadvantaged backgrounds.
- Knowledge of current trends and opportunities within charitable fundraising.

WHAT WE'LL PROVIDE

At LTSB, we're committed to creating a supportive and fulfilling work environment for our team. Here's what we offer:

- 35 days of annual leave, including bank holidays (pro-rated for part time staff)
- 3 day winter shutdown (pro-rated for part time staff, discretionary)
- Openness to flexible working
- Workplace pension scheme
- Employee Assistance Programme
- Life Assurance Scheme
- Enhanced Maternity and Paternity Pay (dependent on length of service)
- Training and development opportunities

Living Wage Employer

Since 2020, LTSB is proud to be an accredited Living Wage Employer, committed to paying all staff - including contractors - a wage that meets the real cost of living. The Living Wage is independently calculated each year based on what people need to get by, and is higher than the government's minimum wage.

By choosing to pay the Living Wage, we're investing in our people and standing by our values of fairness, dignity, and respect in the workplace.



CLICK HERE TO APPLY