



**Senior Fundraising Manager
Scotland**

Senior Fundraising Manager (Scotland)

UK Fundraising

Contract: Permanent, full time contract.

Hours: 35 Hours per week, Monday-Friday, 9am-5pm. We are open to flexible working options.

Salary: £40,000 - £45,000

Location: Hybrid, anchored to Glasgow Carers Trust office one day per week. Flexibility to work from other Carers Trust's offices around the UK when needed.

Why this role is pivotal to Carers Trust



This is an exciting time for Carers Trust as we embark on our refreshed strategy and strengthen our commitment to building Fair Care, Fair Services and Fair Futures for Scotland's unpaid carers. Over the past three years we have launched programmes, campaigned for change and told truth to power, ensuring the voices of unpaid carers at the heart of everything we do. Research tells us that more people than ever are caring, and this number is only set to rise. Carers can't wait and we need to do more.

The Senior Fundraising Manager for Scotland will play a pivotal role in ensuring we have the income portfolio needed to deliver our ambitious and innovative plans in Scotland. Reporting to the Director for Scotland, with a dotted line to the UK Fundraising team, you will establish and grow sustainable financial support from a range of sources, including corporate partnerships and trusts.

We are looking for a passionate Senior Fundraising Manager, with a successful track record, who can deliver year on year income growth ensuring long term sustainability for Carers Trust Scotland through building and maintaining strong partnerships.

You will be a confident and passionate communicator able to persuasively share our impact and vision with funders: that all unpaid carers are heard and valued and have access to support, advice and resources to enable them to live fulfilled lives.

In this role **you will**



- Work with specialist colleagues from Scotland and across the UK to build our fundraising relationships for a range of audiences including
 - major donors-supporting pipeline development in Scotland.
 - corporates-building our products, with a focus on the Scottish market.
 - trusts- identifying, forging and stewarding new trust relationships.
- Lead the development and management of high-value corporate partnerships, including multi-year and strategic relationships, working with the UK wide fundraising team and colleagues in Scotland.
- Bring creativity and innovation to engender a sense of excitement and purpose to open up new income streams.
- Represent Carers Trust Scotland confidently with senior decision-makers, funders and stakeholders, acting as an ambassador for our work.
- Deliver a fundraising strategy that delivers year on year growth.

Our **ideal candidate**



If you meet most (but not all) of the below criteria, we still encourage you to apply.

Experience

- Proven track record of meeting or exceeding income targets.
- Experience of working across different fundraising streams, including corporate fundraising - with the confidence to operate at senior level.
- Experience of securing funding from trusts and foundations, including contributing to or leading bids for larger and more complex grants.
- Demonstrable experience of securing donations, including higher-value awards.
- Experience of databases such as Microsoft Dynamics is helpful, but not essential.

Skills, abilities, and personal style

- Inclusive, creative and entrepreneurial approach to income generation development and delivery.
- Innovative, able to identify new opportunities that will attract new funders and support the development of new partnerships and products.
- Ability to operate in a matrix environment - contributing to both our Scotland team and UK fundraising team.

Our ideal candidate



- Confident networker with the ability to inspire and motivate senior level audiences both internally and externally.
- Excellent financial management abilities, including reporting and analysis
- Tenacious and results-oriented.
- Ability to prioritise, work at pace, and under pressure.
- Excellent written and verbal communication skills, with the ability to inspire and persuade.
- The confidence to work independently, set direction and bring others with you.
- IT proficient; produces high-quality proposals, presentations, and reports.

Knowledge and understanding

- Good knowledge of the Scottish funding environment and how decisions are made.
- Strong support for Carers Trust purpose, vision, and values.
- Understanding of or interest in the issues impacting unpaid carers and local carer organisations in Scotland.
- Existing or willingness to develop a strong network across the private, statutory and third sector in Scotland.
- A knowledge of and a commitment to anti racism and the wider EDI agenda.

Main responsibilities (not an exhaustive list)



You will be responsible for achieving agreed income targets and year-on-year growth for Carers Trust's work in Scotland, across both restricted and unrestricted funding. In particular, you will:

- Build and steward relationships with major donors, trusts and other significant funders, securing six-figure and multi-year support where possible
- Develop a strong understanding of the Scottish funding landscape, proactively identifying and pursuing new strategic opportunities
- Collaborate with colleagues to shape compelling, transformational funding propositions rooted in the needs of carers and the strength of our Network
- Take an entrepreneurial approach to developing new income opportunities, including commercial and corporate offers

Main responsibilities (not an exhaustive list)



- Design and deliver an engaging events programme to cultivate and inspire corporate supporters
- Work closely with UK-wide fundraising colleagues to unlock cross-border and national funding opportunities that benefit carers in Scotland
- Ensure excellent stewardship, supporter experience and compliance across all relationships

How to apply



Applications are to be submitted through the Carers Trust recruitment portal, please upload your CV and a supporting statement setting out how your skills and experience match the criteria for this role.

We are happy to accommodate any adjustments you may have and will share all interview questions in advance as part of our commitment to inclusive hiring.

For an informal conversation or any questions about the role please contact recruitment@carers.org

- **Application deadline:** 01 June 2026
- **Expected interview date:** Wednesday 17th June 2026

