



Trustee Fundraising Lead (Voluntary Role)

About ABCD Bethlehem

Action Around Bethlehem Children with Disability (ABCD) is a small but well-established charity dedicated to improving the lives of children with disabilities across Palestine, regardless of faith, race or gender.

Founded in 1986, ABCD supports the provision of holistic rehabilitation for children with disabilities across Palestine through long-standing partnerships with organisations including the Bethlehem Arab Society for Rehabilitation (BASR) in Beit Jala, The Sheepfold in Beit Sahour, and UNRWA refugee camps across the West Bank.

Holistic rehabilitation involves comprehensive support tailored to the needs of each child and family. This can include physiotherapy, occupational therapy, medical intervention, nursing care, education, psychological and emotional support, social work, and play therapy.

ABCD raises funds to support specific projects and outreach programmes developed in consultation with our partners in Palestine.

The charity is currently at an important stage of its development. Alongside expanding our work and supporter base, we are developing our next five-year strategy and roadmap to strengthen our impact, sustainability, and fundraising approach.

As part of this growth, we are seeking to appoint a new trustee who can help guide and strengthen our fundraising strategy.

The Opportunity

We are seeking a trustee who can provide strategic leadership, advice and practical support to help grow and diversify ABCD's fundraising income.

This is primarily a governance and strategic role, helping to shape our long-term fundraising approach and support the development of our next five-year strategy. However, as a small charity with ambitious plans for growth, we are also looking for someone who is willing to contribute some hands-on support where needed, particularly in the early stages of developing new fundraising initiatives, strengthening fundraising processes, identifying opportunities, and building organisational capability.

The successful candidate will join a close-knit Board of Trustees working remotely across the UK, all united by a shared commitment to improving the lives of children with disabilities across Palestine.

They will help shape our long-term fundraising direction and support the charity to build sustainable income streams across a range of areas, ensuring ABCD can continue to expand its reach and impact for years to come.

Importantly, this role is intended to complement and strengthen the expertise already within the Board. Our current trustee responsible for events and community fundraising will continue to lead in that area, whilst this new role will focus on broader fundraising strategy, income diversification, supporter development and long-term sustainability.

This is an exciting opportunity to play a pivotal role in shaping the future of ABCD at a critical point in our development as we create our next five-year roadmap and seek to grow our income, supporter base and impact.

Key Areas of Support

The trustee will help advise, guide and, where appropriate, support delivery in areas including:

- Lead the development of ABCD's fundraising strategy and help to implement it.
- Income stream diversification and long-term fundraising planning
- Grant and trust fundraising approaches
- Individual giving programmes and donor journeys
- Legacy fundraising and gifts in wills
- Corporate partnerships, sponsorships and strategic relationships

- CRM development, supporter insight and data segmentation
- Supporter stewardship, retention and lifetime value
- Identifying opportunities for growth, scalability and sustainability
- Reviewing fundraising performance and recommending improvements
- Supporting staff, volunteers and fellow trustees involved in fundraising activity
- Sharing fundraising best practice, market insight and sector trends
- Fundraising compliance and regulation

What We're Looking For

We are particularly interested in hearing from individuals who have experience in one or more of the following:

- Charity fundraising leadership or consultancy
- Grant fundraising and trusts/foundations
- Individual giving and donor development
- Legacy fundraising
- Corporate fundraising and partnerships
- CRM systems, audience segmentation or fundraising data strategy
- Supporter engagement and stewardship
- Developing fundraising strategies for growing charities
- Scaling income generation within the charity or non-profit sector

Previous trustee experience is welcome but not essential.

More importantly, we are looking for someone who:

- Shares and is passionate about the mission and values of ABCD Bethlehem
- Wants to play an active role in helping the charity grow and thrive
- Can think strategically while also being willing to provide practical support when needed
- Is willing to champion ABCD within their networks and act as an ambassador for the charity
- Can provide constructive challenge and fresh thinking
- Understands the opportunities and challenges facing small and growing charities
- Is excited by the opportunity to support ABCD through an important period of development and growth

Person Specification

Essential

We are looking for someone who can bring strategic fundraising expertise, practical insight and a genuine commitment to helping ABCD achieve its ambitions.

The successful candidate needs to have:

- A strong commitment to the mission, values and work of ABCD Bethlehem
- Experience of developing, leading or advising on fundraising strategy within the charity or non-profit sector
- Knowledge of one or more key income streams, including trusts and foundations, individual giving, legacy fundraising, corporate partnerships, community fundraising, or major donor development
- The ability to think strategically and contribute to long-term organisational planning
- Experience of supporter engagement or communications
- Experience of CRM systems or audience/data segmentation
- Knowledge of digital fundraising, supporter acquisition and donor stewardship
- A willingness to provide practical support and guidance where appropriate, recognising the realities of a small charity environment
- Strong communication, influencing and relationship-building skills
- A collaborative approach and willingness to work as part of a small, committed Board

Desirable

The following experience would be advantageous but is not essential:

- Previous trustee or non-executive experience
- Experience supporting charities through periods of growth, transformation or organisational change
- Experience of developing legacy fundraising programmes
- Experience within international development, disability, humanitarian or faith-based organisations
- Connections, networks or expertise that could help support ABCD's fundraising ambitions
- Experience of using Donorfy CRM
- Knowledge of fundraising regulatory compliance

We welcome applications from people of all backgrounds and are keen to continue strengthening the diversity of our Board.

Time Commitment

- Attend Board meetings (four times a year)
- Participate in strategy or fundraising discussions (once a month, and as needed)
- Provide advisory support between meetings where appropriate

This is a voluntary, unpaid trustee position, with reasonable expenses reimbursed where applicable.

Why Join ABCD Bethlehem?

This is an opportunity to play an important role in shaping the future of a growing charity at a pivotal moment in its development.

As we build our next five-year strategy, you will help strengthen the organisation's long-term sustainability and support our mission to create lasting impact for children with disabilities and their families across Palestine.

We are looking for someone who believes passionately in this mission and wants to use their skills, experience and networks to help ABCD reach more supporters, raise more funds and transform more lives.