

North West Regional Fundraiser - Full time Permanent Role

Location: Homebased with travel throughout the region includes travel to the head office in Nottingham when required.

Salary: £30k

Hours of work: 35hrs a week

Benefits: 25 days annual leave (plus bank holidays)

Contribution to Pension

Access to Westfield Health Package

When You Wish Upon a Star is seeking an energetic, confident, and proactive regional fundraiser in the North West with excellent communication skills and a sales-driven mentality.

Who we are:

When You Wish Upon a Star has a singular mission: to fulfill the wishes of children aged 4 to 16 who are living with life-threatening illnesses. Since our inception in 1990, we have joyfully granted over 18,500 wishes, crafting cherished memories and catalysing transformative moments for countless brave children and their families.

As an independent charity without government funding, we depend entirely on generating donations and partnerships with individuals, organisations, and corporate partners.

We offer the opportunity to make precious memories for our families during their most challenging moments, when they confront unimaginable circumstances and an uncertain future. For some families, time might be precious and dwindling.

The Role

Under the guidance of the Fundraising Manager, Regional Fundraisers collaborate with existing and prospective supporters, cultivating funds and generating leads for upcoming fundraising initiatives and events. They proactively seek out new corporate and community partnerships, bringing a creative and enthusiastic approach to fundraising. Serving as ambassadors, they represent and champion the Charity's work, ensuring that the vision and mission of When You Wish Upon a Star resonate both regionally and nationally.

Responsibilities will include:

- Pioneer the proactive identification of new corporate partners, driving fundraising initiatives with equal focus on both regional and national scopes. Simultaneously, foster and cultivate existing charity partnerships.
- Craft and execute strategies for local and regional fundraising within a specified geographical area. Embrace creativity, innovation, and a willingness to explore new approaches. Demonstrate resilience in navigating challenges.
- Travel around the region to nurture relationships with local groups, associations, schools, and individuals, ensuring the establishment of excellent connections that endure and thrive over time.

- Represent the charity externally at fundraising events, including networking, delivering presentations and pitches.
- Working collaboratively with the fundraising and marketing team to develop new fundraising initiatives. Bringing a dynamic, creative, team-oriented approach with high energy.
- Confidently manage an income budget across numerous income streams, identifying peaks and troughs as necessary. Reporting to Fundraising Manager on financial and non-financial KPIs and contributing to the overall team's strategy.
- Maintain accurate supporter database records and comply with policies and procedures to adhere to the Fundraising Regular Code of Conduct and GDPR.
- Recruiting, supporting and developing fundraising volunteers for When You Wish Upon a Star.

The Person

Ideally you will come to us with relevant experience within a fundraising role although:

- We are happy to consider applications from candidates with transferrable backgrounds such as sales, business development, community roles etc.
- As a natural communicator and people person, you excel in building and maintaining relationships. Your approachability, likability, and professionalism are standout qualities. Your skill set includes a persuasive arsenal, making you adept at influencing others effectively.
- With a proven track record of collaborative teamwork and the ability to orchestrate successful fundraising activities. Driven by a desire to be the best, you are competitive and thrive on your individual successes.
- You are willing to work weekends and out of hours when necessary and are able to travel and drive to events and meet supporters out in the region. You are also able to visit our head office in Nottingham when required.
- You are comfortable in meeting and engaging with families facing challenges, you possess the empathy to connect on a personal level. Your demeanour is characterised by kindness, coupled with a professional approach, as you offer support to those benefiting from this remarkable charity.

This job description is not exhaustive and is subject to change in accordance with business need. All applicants must have a clean driving license, access to their own car with business insurance on their vehicle and the successful candidate will be subject to a DBS check.

To apply

Please send a CV and covering letter (Max two A4 pages) to hr@whenyouwish.org.uk

Application deadline: Tuesday 26th March 2024, Interviews will take place on a rolling basis.