

MANAGER FUNDRAISING – CRY UK

POSITION: Fundraising Manager

LOCATION: Remote work with occasional travel for meetings, primarily in London

REPORTING TO: Chairman of the CRY UK Board

CONTRACT: 24 hours per week (3 days); 1 year contract renewable

COMPENSATION: £27,000 PA (part-time)

WHO WE ARE:

Child Rights and You UK (CRY UK) is not-for-profit registered with the Charities Commission. The primary focus of the organization is garner support from individuals and organisations in the UK for development projects working for the most disadvantaged children in India in the areas of Education, Protection, Health & Nutrition.

We partner with CRY – Child Rights and You India an NGO that has been working in the area of Child Rights for more than 4 decades. CRY India has impeccable monitoring and evaluation systems that are applied to each of the projects that we support in India.

Our approach is inclusive and we provide an opportunity for everyone to participate in enhancing the lives of India's children.

CRY UK has an experienced and committed Board of Trustees who are professionally qualified. For more information about CRY UK please visit www.ukcry.org

PURPOSE OF THE ROLE:

CRY UK is seeking a proactive and passionate Fundraising Manager who will join us on a rewarding journey to create lasting impact for India's children. The Fundraising Manager will support CRY UK's efforts to raise funds against a set target for earmarked projects in India working for the welfare of disadvantaged and vulnerable children. The Fundraising Manager will be responsible for identifying, cultivating and maximizing relationships with Major Donors, Family Foundations and Companies through research, networking, proposals, events and excellent stewardship.

KEY RESPONSIBILITIES AND DUTIES

As Fundraising Manager, you will be reporting to the Chairman of the CRY UK Board, and will be responsible for the following:

- Identify, cultivate and develop a portfolio of prospective Major Donors, Companies, Family Foundations.
- Develop high quality funding proposals, applications and reports for submission to prospects and donors.
- Take a proactive approach to networking and cultivating new cold contacts and prospects.
- Support the development and delivery of the stewardship, events and other fundraising processes and avenues
- Depending on experience may be involved in supporting the development of the CRY UK fundraising strategy with the CRY UK Board
- Display the values of CRYUK at all times.

JOB REQUIREMENT:

5 -7 years in Fundraising for a small/mid-level charity

EXPERIENCE AND KNOWLEDGE

- Track record of initiating new relationships
- Successful track record of meeting or exceeding income targets
- Experience of identifying and cultivating cold prospects
- Experience of deepening customer/donor relationships and growing revenue year on year
- Knowledge of legal, financial and ethical considerations related to fundraising from Major Donors, Corporates and Family Foundations.
- Experience of developing high quality proposals and reports for prospects and donors.
- Experience of fundraising for a children's charity is desirable

SKILLS AND PERSONAL QUALITIES

- Motivated by the cause of CRYUK
- Ability to take initiative, work independently and pursue goals with passion and determination
- Excellent Communication and interpersonal skills
- Excellent verbal and written presentation abilities and strong attention to detail
- Strong relationship building skills with the ability to influence at a senior level
- Ability to understand, interpret and craft complex information to compelling cases for support.
- Be diligently compliance driven to ensure organizational adherence to laws and regulations, particularly with regards to the source of the grant.
- Ability to manage own workload and prioritise multiple tasks, work under pressure and within tight deadlines
- Positive team player with a professional solution focused attitude.

READY TO APPLY?

Please send us your CV and cover letter to susan.v@crymail.org and add the following to the subject line – **Fundraising Manager Application**