



**Job Title:** Senior Fundraiser: Corporate and Individual Giving

**Responsible to:** CEO

**Responsible for:** No Line management responsibility  
Supporting volunteer fundraisers

**Hours of work:** 28- 35 hours per week, negotiable. Hybrid and Flexible working available.

**Salary:** £25,000 - £29,000 dependent on experience

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Kangaroos is entering an exciting period of development and is expanding its team.

We are a Mid Sussex Charity that supports over 400 families, providing clubs and activities for people with learning disabilities, including those with complex needs. We pride ourselves on being the 'go-to' charity in Mid Sussex, and celebrated our 30 year anniversary in 2024.

We believe that people living with a disability or a long-term illness should have the same choices, quality of life opportunities and aspirations as others.

We have ambitious plans to provide services to all the families that would like to access us. Over the next 2 years we want to expand our service by 30%, so that we can offer the families that we work with more activities and work with all families that would like to access our service. We currently have a waiting list of 88 families wanting to use our services.

In April this year, we are introducing a new programme structure to streamline our offering. We also are developing plans to move into a purpose built operating hub, which will support our strategic aims.

### **Main Purpose of the Job:**

We are looking for someone with drive and determination to increase our income to support our strategic development and growth plans. This is a broad fundraising position that will work with a range of supporters and partners from different sectors.

You will manage a portfolio of corporate and business partners and deliver excellent account management to ensure key income targets are met and exceeded. You will also manage our individual giving programme, both ad-hoc and regular giving, and will define a stewardship and retention programme to endeavour to keep supporters giving on a long-term basis. You will be an experienced fundraiser who can provide the highest levels of donor stewardship to ensure that existing supporters remain



fully engaged with us and that new supporters are motivated to progress our mission. You will have excellent account management and new business skills. You will be a self starter and take a 'one team' approach to all activities.

You will need to be creative, collaborative and ambitious. This is a brilliant opportunity to work for a fantastic charity that makes a huge difference to people's lives.

## **Role Overview:**

### **Main Duties**

- **Fundraising and Relationship Management**
- **Strategy and Planning**
- **Team Working**
- **Other**

### **Fundraising and Relationship Management**

- Identify and build relationships with companies, employee groups, business leaders and high net worth individuals to generate new income whilst managing existing partnerships.
- Develop the Kanga Business membership club as an ongoing, sustainable income source; agreeing and meeting monthly targets.
- With the support of the Chair and CEO, nurture and grow Kangaroos long term relationships with proprietors, senior business people and major donors, seeking to deepen engagement.
- Actively network within our local business community to expand contacts, partnerships and donations.
- Develop appropriate funding opportunities for companies and major donors through targeted approaches, applications, networking, presentations and meetings.
- Manage relationships with key corporate and major donor events such as Golf Days, networking, receptions, and VIP receptions.
- Develop a range of corporate fundraising products and work with Kangaroos marketing support to produce supporting materials.
- Manage our ad-hoc and regular individual giving programmes to increase sustainable regular income for the charity.
- Manage corporate volunteering opportunities and team building days.

## **Strategy and Planning**

- Research and identify new business opportunities to develop the partnership pipeline.
- Create compelling proposals/pitches for potential partners to drive income growth and engagement.
- Manage inbound enquiries from potential supporters ensuring a positive experience with the charity.
- Contribute to the Fundraising Strategy and agree financial targets and budgets.
- Manage and develop Kangaroos pipeline of business, corporate and major donors and lead and develop our Corporate Fundraising initiatives.
- Build donor development plans and lead on effective and innovative stewardship.
- Take responsibility for achieving agreed targets to deliver income from corporate and major donors supporters.
- Undertake prospect research to identify and engage new donors with a focus on corporate supporters and major donors.
- Plan and develop products and activities to support fundraising growth.
- Develop a range of innovative and resourceful cultivation/engagement opportunities with potential and engaged funding supporters.
- Attend relevant business events to grow the network of prospective supporters.

## **Team Working:**

- Promote and contribute to a culture of collaboration and cohesion across Kangaroos team.
- Work as part of the team supporting colleagues by sharing best practice and suggestions for continuous improvement and contributing positively to team meetings.



- Contribute to the development and review of consistent policies, procedures and quality assurance standards that support Kangaroos values.
- Participate in organisation wide planning activities, e.g. workshops, team days, strategy sessions, helping to ensure Kangaroos are working with the best quality partners and achieving maximum value for money.
- Provide reports as requested by the CEO for updating the Trustees and other purposes eg impact report, attrition and retention rates of donors, campaign target updates..
- In conjunction with colleagues, participate in monitoring and evaluation activities.
- Work with the team on activities that have a fundraising element and support the community exposure of Kangaroos by participating in activities and providing feedback, photos, videos and case studies to demonstrate impact of Kangaroos work to current and new funders.

**Other:**

- Work closely with other members of the fundraising team to ensure a consistency of approach and to share contacts that will help raise income through other fundraising streams.
- Fulfil any other duties considered reasonable as directed by the CEO.
- Actively promote equal opportunities and challenge discrimination.

**Person Specification**

**Knowledge and Experience**

- An enthusiastic, self-starter that can demonstrate a positive and proactive approach
- An experienced fundraiser with a minimum of three years experience, with a good understanding of corporate and business partnerships in the charity sector
- You thrive working in a busy environment on multiple priorities simultaneously – results-oriented and a fast learner, you respond quickly to pressure and a changing environment
- Proven track record in managing a portfolio of accounts

- Proven track record of driving income generation
- Knowledge of charitable fundraising legislation and regulations
- Demonstrable campaigns management experience

### **Skills**

- Demonstrate effective relationship-management skills and ability to deliver engaging stewardship journeys to partners
- Confident communicator who can engage with stakeholders at all levels
- Ability to work across multiple tasks, be detail-oriented and prioritise workload effectively
- Confident IT user– you have strong attention to detail, are comfortable working with data, and produce high quality accurate work. Ideally with experience of Donorfy, Google Drive and Mailchimp

### **Behaviours**

- Outgoing
- Innovative and creative
- Optimistic
- Inspiring
- Team player

### **Benefits Package:**

- Kangaroos operate a hybrid working policy. This requires a minimum of being at the hub in Haywards Heath for key meetings and being available to contact between the core hours of 10-4pm (on specific days only for part-time workers)
- We offer competitive salaries with annual reviews. Our salaries are paid on the last friday of the month
- Kangaroos matches employee contributions of 5% to a nest pension
- Holiday allocation is 25 days plus bank holidays, prorated for part time staff.



## To Apply

Please apply through our HR portal here: [Vacancy](#) sending a cv and covering letter (maximum 2 pages) clearly outlining how you meet the criteria for the role.

Applications to be received by 16th March 2025

Interview date: 3RD APRIL 2025

Interviews will take place at our hub in Wivelsfield Green.