



Trusts and Partnerships Fundraising Manager

Job Description

Salford Foodbank provides emergency food parcels to local people who are referred to us in crisis. Food is donated, sorted and packed at our warehouse, then delivered to our 7 centres across Salford, where teams of volunteers greet people as they pick up their food parcels. People can also access support and advice at our centres to help them maximise their income and ensure they are less likely to need to use the foodbank again.

You'll be joining a friendly team of 6 part-time staff, 6 Trustees and approx. 80 volunteers, all dedicated to supporting people facing hardship. We are part of The Trussell Trust, a nationwide network of foodbanks.

Rate of pay: £21,000 per annum for 22.5 hours per week (£35,000 FTE pro-rata)

Full-time / part-time: Part time role 22.5 hours per week (flexible, home based within the North West with some contact hours at Salford Foodbank warehouse/office)

Temporary / permanent: Fixed term contract role for 18 months, with opportunity to extend based on funding

- This is an exciting opportunity to join Salford Foodbank in a new role, accountable to the Foodbank Manager and the board of trustees. As the need for Foodbank services continues to grow Salford Foodbank has developed and expanded. The staff and volunteer team have increased, and we have embarked on new projects to support those that use the Foodbank.
- In order to maintain our current services and further develop, we need to grow our annual fundraised income.
- Through this new organisational role, you'll proactively create and grow fundraising income, reach, and support from grant giving trusts and foundations as well as corporate organisations across Salford and Greater Manchester.
- Through your fundraising expertise, you will have a proven track record of growing income and building relationships with trusts and foundations as well as corporate partners to achieve and exceed annual income targets and KPI's. You'll have the capacity to create and craft compelling funding proposals that successfully engage and attract donations.

Key Responsibilities:

- Through excellent, comprehensive and considered research, you'll identify and prioritise a pool of potential grant giving trusts and foundations funders for Salford Foodbank. You'll

forge relationships with those funders, develop and submit timely and winning funding applications.

- You'll manage the ongoing relationships with grant giving trusts and foundations funders, ensuring they receive excellent stewardship, timely reporting and doing all you can maximising potential for further funding
- You'll proactively identify, engage and build good relationships with prospective corporate donors, successfully securing them as funding partners. Alongside this you'll deepen engagement and grow our relationships and partnerships with existing corporate donors.
- Working with colleagues across Salford Foodbank, you'll develop authentic, compelling, creative and winning funding and partnership proposals that can successfully engage grant giving trusts, foundations and corporate partners and that can successfully align our vision and work with their needs, motivations, areas of interests and values.
- You'll research potential funding opportunities from the local council and local authorities.
- You will develop, monitor and manage a fundraising portfolio. You'll establish a fundraising pipeline, including a range of KPI's that can be tracked and that will enable you to make informed projections regarding future income.
- You'll work collaboratively with other Trussell Trust food banks across the Greater Manchester area, identifying and progressing opportunities for joint funding proposals and partnerships.
- You'll forge strong relationships with colleagues across the wider Trussell Trust network, sharing best practice and learning from other charities across the network. You'll proactively take advantage of any fundraising training and skills development opportunities and engage with any joint fundraising opportunities.
- You'll be willing to carry out other reasonable duties contributing to the overall aims of the Foodbank.

Skills

- You'll have good, established experience of trusts and foundations fundraising as well as corporate partnerships fundraising.
- With excellent written and verbal communication and relationship management skills. You'll be able to inspire and motivate new and existing funders.
- You'll have experience of setting, managing and reporting against fundraising KPI's.
- You'll be tenacious and able to embrace, develop and shape a new role. You'll be well organised, proactive, and a self-starter who is able to self-motivate.
- You'll be able to demonstrate empathy for people from disadvantaged, marginalised or socially-excluded backgrounds.
- You are supportive of the goals, Christian ethos, values and vision of Salford Foodbank.

To apply please send your CV and covering letter to emma@salford.foodbank.org.uk

In your Covering Letter please let us know why you would like to join Salford Foodbank, tell us about your relevant experience and a little more about yourself.

Closing Date 5pm on Friday 31st May

Interviews will take place the week beginning Monday 17th June