



Join our Team

Fundraising Manager



*Picture for illustration purposes only

Making a difference to children and young people's lives everyday

A welcome from our CEO

Thank you for your interest in joining the YCT team and for requesting information about this exciting role within the charity.

The difficulties faced by everyone in 2020 and 2021 highlighted the need for better mental health support for people of all ages. The aftermath of the pandemic has continued to impact children and young people's mental health especially. Children and young people who are anxious, depressed, or self-harming are reaching out to overstretched CAMHS services and often have long waits for support due to capacity issues. Anyone who has struggled to access social care, been concerned about their family, or is anxious about the unprecedented rise in the cost of living, will know that effective support is scarce but urgently needed and that is where YCT comes in.

The YCT team of employed, self-employed and volunteer staff, have remained devoted and hard working delivering the work through the pandemic. YCT has seen an increase of over 150% in service delivery across our regions and as an organisation are always keen to do more. However, like all charities, to do more for the local communities and schools we support, we need to raise funds to cover the costs of doing so.

Young people need YCT now more than ever before and as we say in our Recruitment Policy - people are YCT's most important asset. After all, we are a 'people' organisation. and you will be part of an inspiring team helping us to make a real and tangible difference to the lives of many young people. We're determined to raise awareness of our charity beyond our current service delivery regions, and both diversify & increase our income streams, to be able to support more children and young people both in terms of the areas we cover and the services we can provide – and with your help we will.

YCT are recruiting a Fundraising Manager who will be responsible for creating and implementing our fundraising strategy, ensuring we meet funding targets to deliver new and existing work. This role will work closely with colleagues within our community and beyond to identify opportunities and approaches which are in line with YCT's ethos.

We are looking for an experienced fundraiser who can work in a self-directed and sensitive way to raise funds to support our organisation and young people. In return you will have the chance to really own your fundraising work and see the impact of your efforts. We can offer flexible working opportunities, including home working and part time hours which might suit someone looking to reduce from full time working.

We are looking for someone who is organised, keen to develop our fundraising initiatives and have a passion for people and with experience in a similar role previously. You'll thrive working in a busy environment and be able to demonstrate the ability to work autonomously - going that extra mile to make the difference.

Any questions, or if you want to have an informal chat about the role, or YCT in general or simply to find out more about what working at YCT is like then email katy.bradbury@yctsupport.com

We're keen to hire ASAP!
We look forward to hearing from you.

KBradbury

Katy Bradbury
CEO



Job Description & Person Specification

Job Title	Fundraising Manager
Salary	£40,999 pro rata
Location	Working from home, across our region and at YCT House, Harlow.
Reports to	CEO, YCT
Hours of work	22.5 hours per week Occasional evening and weekend work may be required; a time off in lieu system operates.
Annual leave	25 days per annum plus one day for each complete year worked to a maximum of five days, exclusive of public holidays (pro rata). Leave year runs from 1 st April – 31 st March.
Pension	A contributory pension scheme operates.
Probationary Period	6 months with a review at 3 months. During the first 3 months the contract may be terminated with 1 weeks' notice, thereafter it will be 2 weeks to the end of the probation period.
Notice required	2 months

Job Description

The Fundraising Manager will build and maintain relationships with trusts, community members and major donors whilst working alongside the CEO to develop and implement new and exciting fundraising opportunities and oversee and manage these projects.

The Fundraising Manager will communicate and work with a wide range of stakeholders, including the Board of Management, staff and volunteers, school groups, local fundraisers, businesses, grant-making trusts and foundations, and media outlets.

The Fundraising Manager will be required to create, implement, and deliver a robust, high-quality Fundraising Strategy and Plan. They will work to maximise revenues by building profitable income streams for the benefit of the charity and the young children who access the support provided. This role will be a driving force at functions and events and be responsible for directing social media campaigns and the other communication activities including the YCT's website.

The Fundraising Manager will supplement this with a programme of work including organising and supporting community fundraising events, working with local donors, and growing our approach to corporate fundraising.

The Fundraising Manager will have the opportunity to shape this programme based on their experience and the strengths of YCT.

This is a part-time post suitable for remote working with occasional travel to our locality, for a fixed term of 2 years with an expectation the role will be self-funding within the first year in post. Following successful delivery this role will likely be made permanent.

Main duties and responsibilities

Under the direction of the YCT CEO:

- Create, implement, and continually review an innovative, forward-thinking, and comprehensive Fundraising Strategy and Plan with the CEO to ensure that income targets are met.
- Improve supporter retention and maximise donors' lifetime value to YCT.
- Develop all marketing and communications materials through digital and other channels.
- Keep a watching brief on new fundraising developments within the sector to ensure YCT keeps its fundraising approach fresh and innovative.
- Represent the organisation with key supporters, funders, partners, and other key stakeholders.
- Support the organisational strategic and budget planning processes to plan effectively.
- Support existing programmes of work in order that they are sustainable and continue to generate income.
- Research and operationalise new areas of work initiated by the CEO.
- Network, liaise and build relationships with appropriate groups and individuals.
- Utilise own existing networks and contacts to increase income, donations and gifts in kind.
- Create strong links with the commercial sector in pursuit of sponsorship, capital donations and opportunities offered through CSR as well as other local opportunities for financial support.
- Where opportunities arise access pro bono support and generate gifts in kind and legacy-giving.
- Contribute to the effective communication, profile-raising and marketing of YCT.
- Work within the agreed management structure of YCT, follow the organisation's ethos and charitable aims and work within YCT's policies and procedures.
- Undertake any other reasonable duties requested by the CEO or the YCT Board.

Person Specification

Criteria	Essential (E) or Desirable (D)	Application (A) or Interview (I)
A proven track record of successful and innovative fundraising development and in securing income and funding.	E	A / I
Experience of raising income by securing charity partnerships. Including: research, proposal writing, presentations and building effective relationships.	E	A / I
Well-developed people skills that will help motivate and engage a diverse team of staff and volunteers.	E	A / I
Ability to prioritise and manage own workload.	E	A / I
A passion for developing work within the third sector.	E	I
Exceptional written and verbal communication skills.	E	A / I
Excellent interpersonal skills and an ability to communicate effectively at all levels.	E	A / I
Highly competent in the use of ICT and MS Office products.	E	A
Ability to think creatively and use own initiative.	E	A / I
Ability to work flexibly to the needs of the role.	E	A / I
Access to own transport for travel as appropriate to the needs of the role.	D	A
Ability to effectively use social media for business development purposes.	D	A/I
Experience of effective marketing and communications.	D	A / I
A good understanding of mental health and emotional wellbeing.	D	A / I
Experience of working in partnership with the commercial sector.	D	A / I

YCT provides bespoke services to schools placing qualified and experienced therapists within schools to support students.

YCT regularly works in partnership with a range of other agencies to develop new services, such as Essex Youth Service, Young Carers, Social Care, Essex Child and Family Wellbeing Service, CAMHS and other youth services.

WHAT YOUNG PEOPLE SAY

What do you think would have happened if you had not received help from YCT?

My anxiety would have got worse

I think I would've struggled for much longer than I did and felt a lot more alone.

I would just have been negative more and would get depressed

I'd have been struggling a lot more, both with my moods and feelings as well as being able to communicate them to my family. I may also have fallen back into my depression

I would have been stuck in the same headspace, routines, and negative habits. not doing anything to help my mental health

I think YCT is

Extremely helpful and well-organised

Amazing! Really helped me see things from neutral stand points. It was lovely to speak with someone who just understood me!

A safe place when you feel comfortable to express your feelings

Supporting, understanding and a great service

Joining the team

To make an application to be considered for the role, please submit the following:

- A detailed and up-to-date CV.
- A covering note outlining why you wish to join the team. Please tell us about the contribution you feel you could make to YCT our fundraising initiatives and any relevant experience and/or training you may bring.
- Details of your availability for a potential interview (we are planning to hold interviews by early November 2022)

Applications should be submitted to:

Email: katy.bradbury@yctsupport.com

The closing date for applications for the role is midnight on Friday 14th October 2022

If you have any queries about any aspect of the appointment process, need additional information or simply wish to have an informal and confidential discussion, then please contact katy.bradbury@yctsupport.com

Equal opportunities

YCT is fully committed to eliminating discrimination and promoting equality and diversity in our workforce and employment practices, in the work we undertake, and in the provision of all our services. We therefore expect all YCT staff and Trustees to be willing and able to make a positive contribution to promoting and implementing our Equality and Diversity policy. We actively seek to build diverse teams and welcome applications from everyone.

Further information www.yctsupport.com