

Fundraising Manager

Salary: £35,000 – £40,000 FTE (depending on experience)

Hours: Full-time (35 hours/week) with flexible options available

Location: Flexible working from home and office in St Albans, Hertfordshire

About Youth Talk

Youth Talk is a dynamic and growing charity dedicated to providing life-changing mental health support for young people. We're seeking an ambitious Fundraising Manager to lead, shape and deliver our fundraising during an exciting time of growth.

The Role

As Fundraising Manager, you'll drive Youth Talk's financial growth by developing and delivering an inspiring fundraising strategy. You'll build strong relationships with donors, supporters and foster new opportunities. You'll oversee, manage and inspire a talented and passionate team. Reporting to the CEO, this senior role offers the chance to make a significant impact on young lives.

Key Responsibilities

Strategic Leadership

- Working in partnership with the CEO and the fundraising strategy group lead the design and implementation of Youth Talk's fundraising strategy to achieve ambitious income targets.
- Work collaboratively with the wider Youth Talk teams (Clinical, Administration, Trustees etc) to further embed fundraising and deliver against a key set of financial performance indicators.
- Report fundraising outcomes and insights to the Board of Trustees.

Team Management

- Inspire, lead and manage a growing fundraising team, ensuring professional development and high performance collectively and individually.
- Ensure team members are adequately supported and developed through supervision, training, annual appraisals and effective team planning.
- Further develop our volunteer programme and deliver best practices in volunteer engagement and management.

Relationship Building

- Cultivate and steward relationships with individuals, major donors, community groups, corporates, and key stakeholders.
- Act as a passionate ambassador for Youth Talk, representing the charity at events and engagements.

Fundraising Development

- Develop and drive individual and regular giving, major donor programmes, and legacy giving initiatives.
- Develop and support the growth of community and corporate partnerships, ensuring excellent donor stewardship.
- Support the Chief Executive in developing a portfolio of Trust bids and relationships.
- Explore innovative fundraising methods, including digital and social media opportunities.

Operational Excellence

- Ensure best practice and compliance with fundraising legislation, GDPR, and Youth Talk policies.
- Oversee and further develop our CRM (Donorfy) and associated software integrations (Xero, relevant payment platforms (ie Just Giving, Go Cardless, Stripe etc), Mailchimp etc) ensuring effective data and financial management and reconciliation.
- Maximise Gift Aid opportunities and ensure all donors are thanked promptly.

Marketing and Communications

- Develop and use marketing and communications channels to drive awareness, engagement and support for our fundraising goals.
- Work with the fundraising team to maximise digital fundraising and social media opportunities.
- Work with the Fundraising Team to support the development of the Youth Talk website ensuring that fundraising opportunities are maximised.

Who We're Looking For

We're seeking an exceptional individual with:

- A strong track record in leading and managing fundraising across a mix of channels i.e. community, individual, corporate, major donors, trusts.
- Experience managing and inspiring teams to achieve ambitious goals.
- Proven success in delivering income growth and building lasting donor relationships.
- Expertise in developing and implementing strategic plans.
- Outstanding communication, networking, and relationship-building skills.
- A proactive, results-driven approach and the ability to manage competing priorities.
- Knowledge of fundraising law, GDPR, and charity governance.

Desirable: Access to a car and ability to work occasional evenings or weekends in St Albans District.

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 our fundraising and any relevant experience and/or training you may bring.
- **We will be reviewing applications on a rolling basis whereby we assess suitability of potential candidates as applications are submitted.** Interviews will then be arranged.

Applications should be submitted to:

David Barker – Chief Executive

Email: David.barker@youthtalk.org.uk

If you would like an informal conversation about the role please drop David a note on the above email