



## **FUNDRAISING MANAGER**

### **Two positions available**

The Homeless World Cup is at a very exciting stage of its development engaging in significant expansion. As the international tournament goes from strength to strength, the Homeless World Cup Foundation is now established specifically to support and develop grassroots football programmes in 75 nations and engage one million players by 2012.

We are looking for two high energy, enterprising, ambitious fundraisers with a passion to make a difference, a passion to be part of a global sports organisation changing the world. This really is an opportunity unlike any other.

#### **Purpose:**

To maximise the generation of funds for the Homeless World Cup Foundation to enable fulfilment of the philosophy, mission, and annual goals and objectives

#### **Key responsibilities include:**

1. Work with the CEO to create and implement an imaginative, creative global fundraising strategy which will include special events, campaigns, direct marketing
2. Build and maintain profitable, long-term fundraising relationships with donors and potential donors
3. Develop and coordinate web-based fundraising, such as online donations, online auctions and any other online opportunities
4. Oversee corporate fundraising, including employee giving and matched giving from employers;
5. Research and target trusts and grants available whose criteria match with the Foundation's activities and preparing impact and feedback reports for both donors and trustees
6. Write applications and mail-shots, using direct mail to reach a wide range of potential and current donors
7. Manage and update all databases to record donor contact and preference information
8. Engage, organise, support and work with volunteers involved in fundraising activities for the Foundation
9. Meet monthly targets and monitoring income and expenditure against budgets and targets
10. Providing weekly, monthly, annual status reports attending any meetings as required

11. Work with the Homeless World Cup Communications and Media Team to raise the profile of any fundraising activity across all forms of media e.g. posters, newsletters, media relations.
12. Represent and raise awareness of the organisation in a manner that enhances reputation and generates additional funding

**Skills Required:**

- 3 years plus fundraising experience with strong project management abilities
- Heaps of creativity, imagination, an entrepreneurial proactive attitude, drive and enthusiasm and happy to get down to whatever needs to be done to make it happen
- Excellent oral and written communication skills
- Ability to work in a team, motivate others, keep in high spirits in face of set backs and remain results focused and driven
- An awareness and commitment to the organisation's core values and ability to work to promote, protect and maximize opportunities

**Salary**

Circa £30k per annum

**Reporting to**

CEO, Homeless World Cup Foundation

**Location**

Edinburgh, Scotland

Please get in touch with your application and CV directly:

[jointheteam@homelessworldcup.org](mailto:jointheteam@homelessworldcup.org)

For more information visit [www.homelessworldcup.org](http://www.homelessworldcup.org)