

GamCare - Senior Fundraising Manager. Scope of Works

GamCare is in the process of re-designing its income generation and fundraising team. This is mainly due to significant changes in funding structures in the gambling support sector; with a shift away from historic funding sources, and a move to public sector commissioning models (including via the NHS) for the first time. A key priority for GamCare is to diversify its income and funding sources, to generate new income from more traditional fundraising routes, including Trusts and Foundations, Major Donors, Corporates, and Public Donors. GamCare are relatively new to these markets, ways of working and processes.

Whilst we develop new structures, GamCare are looking for an experienced, interim Senior Fundraising Manager to support us to identify, engage and access the diverse funding sources above. The post holder will need to have current and extensive knowledge of the UK funding landscape, and the ability to leverage existing contacts and experience rapidly, to achieve quick gains for the charity, where possible. They will need to have demonstrable experience of successful relationships and proposals with diverse funders, leading to income generation at six figure levels and above. More detailed essential and desirable criteria are set out below.

The role is offered on an interim basis, suiting a freelance/consultant professional. The duration is for three months, with possible extension, with number of days per week to be agreed. The role will be hybrid, working remotely and in person at our London head office (Farringdon). A competitive day rate will be offered, dependant on experience, at circa £400 pd.

Essential criteria:

- Comprehensive knowledge of the UK/GB funding landscape, including current challenges and opportunities, particularly in relation to Major Donors, Corporates, Trusts and Foundations, and Public Donors
- Existing knowledge, relationships and contacts of potential funders and stakeholders across this landscape, and the ability to engage these
- Demonstrable experience of raising income through these diverse funding sources, at six figure levels or above
- Ability to leverage knowledge, experience and contacts rapidly, to achieve quick wins
- Ability to work dynamically, autonomously, and take the lead on this workstream
- Experience of fundraising within the charity, health and social care sector
- Experience of writing, and/or contributing to, high quality, successful fundraising proposals

Desirable criteria:

- Experience of working/fundraising within organisations that support addiction, mental health or other vulnerabilities
- Fundraising related qualification, member of a related membership body, or equivalent professional development in this field
- Knowledge of how to develop other fundraising methods, such as digital, marketing and comms strategies, events, campaigns

