

Pestalozzi International

To nurture and develop

Fundraising Manager - Pestalozzi International

Job Description

Salary: Starting £40,000 to £45,000

Contract: Permanent Full Time

Reporting to: Head of Philanthropy

Location: Crawley, West Sussex (Hybrid working available)

Consulting with: Director of Impact, Fundraising & Marketing Team, Overseas Directors

The role: Are you ready to pioneer new ways of driving impact?

Pestalozzi International is seeking a dynamic and creative **Fundraising Manager** to push boundaries and redefine what fundraising can achieve. This isn't just another role – it's your chance to *experiment, innovate*, and make a lasting mark on a global stage.

In this pivotal position, you'll explore and validate *emerging income streams*, shaping the future of fundraising for Pestalozzi. With UK focus initially and expansionary international goals to follow, you'll have the platform to influence our bold five-year growth strategy.

This role combines strategic vision with hands-on execution. As a key driver of our mission's success, you'll work cross-functionally with internal teams and key stakeholders, while leading and inspiring our Senior Fundraising Executive and Digital Marketing Lead. You'll forge cutting-edge partnerships, build extraordinary relationships, and uncover untapped opportunities to fuel our vision.

If you're a trailblazer with a proven track record, a passion for innovation, and an unrelenting drive to make a meaningful impact, this is your opportunity to help transform the future of our income generation and make a global difference.

Join us and redefine what is possible.

Main duties/responsibilities:

- Develop new income generation streams from partner relationships including corporates, community groups, individual giving, and legacies, meeting or exceeding income targets.
- Work collaboratively with internal stakeholders to design and deliver compelling premium supporter engagement journeys and exceptional donor stewardship to maximise income and ongoing engagement with the charity.
- Develop and maintain excellent relationships with new and existing supporters, donors and external stakeholders.
- Manage the Senior Fundraising Executive to develop Events and Next Gen income streams with compelling premium engagement experiences and donor stewardship.
- Manage the Digital Marketing Lead to develop and test online campaigns, social media and premium quality marketing materials to maximise new supporter acquisition and engagement.
- Network and innovate to develop ongoing new income generation opportunities to support our fundraising and partner trusts on a sustainable basis.

Person Specification:

The successful candidate will be a highly engaging and self-motivated individual who is able to clearly demonstrate the following experience and attributes:

- Significant experience (minimum 8-10 years) of growing new business income from corporate, community, event and individual income streams, with a proven history of achieving financial targets.
- Proactive approach to income generation and identification of new opportunities.
- Persuasive and engaging communication skills, interpersonal, oral and written, including experience of producing compelling fundraising proposals and delivering partnership presentations.
- Excellent networking, collaboration and relationship-building skills, with the ability to quickly build rapport, inspire and motivate others, internally and externally at all levels.

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- Ability to manage and develop the potential of the Senior Fundraising Executive and the Digital Marketing Lead.
- Commitment to our mission and values, with a high level of personal and professional integrity and ethics
- A good understanding of the charity sector (finance, regulations, legislative compliance)
- Must be eligible to work in the UK