



ARISE The Frontline
of Abolition

Director of Fundraising

Job Pack | January 2024



INTRODUCTION

Arise is a young international anti-slavery charity with offices in the UK, USA, Albania, India, Nigeria and the Philippines. Our vision is a world without slavery and human trafficking in which the dignity of every person is respected. Arise believes in **the power of frontline groups** in preventing slavery and human trafficking, and works to build their strength, sustainability and direct impact.

Learn about our unique approach to ending slavery at arisefdn.org/our-approach

Arise is seeking a **Director of Fundraising** to lead the amplification of our work and expansion of our support base. This is an exciting role for an outstanding individual. Reporting to the CEO and leading Arise's small fundraising and communications team, the successful candidate will have a proven track record of fundraising, communications and management.

TO APPLY

To apply, please fill out our [online application form](#).

Applications close on Sunday **4 February 2024** at 23:59. Interviews will take place on the week of 12 February 2024.

If you have any questions about this role, please contact Tove van Lennep
tove@arise.foundation

Arise is an equal opportunities employer. The charity is committed to safeguarding and promoting the welfare of children and vulnerable people and expects all staff and volunteers to share this commitment.

JOB DESCRIPTION

Salary: £55,000 - £60,000 p/a

Hours: Full-time

Location: Hybrid. Office in London, Hammersmith.

Holiday: 28 days, excluding bank holidays

Management: 2 direct reports

Key areas of responsibility:

Operational

- Deliver the **Arise fundraising and communications strategy**, collaborating with the Senior Leadership Team to set annual budget and fundraising targets. Lead the fundraising team to ensure these targets are met.
- Manage a portfolio of **major donors**, maintaining existing relationships and building new ones to support the work of Arise.
- Manage a portfolio of **institutional donors** (including corporates, trusts and foundations) through effective stewardship. Support the fundraising team in grant application and proposal writing to expand Arise's institutional donor base.
- Work with Arise's Country Coordinators to develop income generation plans and set goals for **in-country fundraising**.
- Lead Arise's fundraising **campaigns and events** and develop effective fundraising collateral.
- Develop, implement and oversee a **legacy giving** programme.
- Supported by the Communications and Relationships Manager, oversee Arise's **online presence**, including website (content and analytics) and social media.
- With the CEO and supported by the Communications and Relationships Manager, lead and develop Arise's **public and press relations**. Create media opportunities for Arise and our frontline network, supporting the CEO and in-country staff to act as spokespeople for Arise.
- Lead the communications team and design consultants in identifying and creating strong **communications content**, disseminated via the Arise blog, annual reports and bi-monthly newsletters.

- Lead Arise **events and communications projects**, managing budgets, contractors and event managers as required.

Management and leadership

- Be an active member of the **Senior Leadership Team**, contributing to strategy, business plans, budgets and trustee meetings.
- **Line manage** the fundraising and communications team, including setting annual targets and work plans, regular 1-1s, team meetings and performance reviews.

PERSON SPECIFICATION

This person specification sets out the essential experience and abilities needed by the successful candidate for this post. Please respond to these when applying as they will be considered at both the shortlisting and interviewing stages.

Experience:

Essential

- At least 3 years of fundraising and communications experience in the charity sector.
- A strategic thinker - proven ability to think ahead, set clear direction and formulate realistic strategic objectives.
- Experience of data analysis, IT and research to maximise ROI and fundraising growth.
- A demonstrable understanding of strategic communications, marketing and how to raise a charity's profile and income through a variety of channels.
- Proven success in growing income through a diverse range of fundraising activities and targets (particularly major individual donors, trusts and foundations), personally securing 6 figure sum gifts.
- Experience of managing and developing a team to achieve excellence and meet targets.
- Experience of influencing a wide range of internal and external stakeholders.

- Experience developing innovative and targeted fundraising campaigns and events.
- Experience using a CRM system.

Desirable

- Understanding of modern slavery and human trafficking
- Educated to degree level
- Experience of institutional donor processes and compliance, with a demonstrable track record of securing funding from institutional donors (UKAID, USAID, EU etc.)

Abilities:

Essential

- Able to work autonomously to take forward and shape areas of work of key strategic significance.
- A role model to the staff, reflecting professional, value-based leadership.
- A creative and entrepreneurial approach, and willingness to innovate and take measured risks.
- Excellent organisational, interpersonal and communications skills, both written and verbal.
- An empathy and understanding of human rights abuses, with an ability to deal sensitively and authentically with beneficiaries, staff and volunteers.
- Energy, enthusiasm and drive which inspires others to achieve Arise's vision, mission and strategic objectives.
- Able to work flexibly, including occasional evenings and weekends and international travel.
- Team player - happy working in a small team and engaging with all colleagues, including trustees, staff and volunteers.
- Understands the wider charity sector and fundraising landscape.
- Good diplomatic skills and cross-cultural sensitivity.