

| Person Specification: Trusts and Partnerships Fundraiser | | | |
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| ATTRIBUTES | ESSENTIAL | DESIRABLE | HOW IDENTIFIED |
| Qualifications | | Educated to degree level or equivalent | Application form |
| | | Recognised fundraising qualification e.g. IOF certificate | Application Form |
| Work Experience | At least 2 year's experience of developing and delivering fundraising strategies and plans that support organisational growth | | Application form /Interview |
| | Proven ability to seek and build strong/lasting relationships with a range of external supporters and influence/negotiate to achieve positive outcomes | | Application form /Interview |
| | Demonstrable experience of developing meaningful relationships and tangible partnerships with individual and corporate funders | | Application form /Interview |
| | Proven track record in effectively coordinating the fundraising functions of a charity / organisation | | Application form/interview |
| | Experience of networking and relationship building | | Application form/interview |
| Skills | Highly developed written and presentation skills with proven ability to write and present using a range of materials including emotive | | Application form/interview |

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| | and compelling prose suitable for different audiences | | |
| | Good analytical and research skills with the ability to process and present complex information clearly and concisely | | Application form/Interview |
| | Ability to create and implement a strategic corporate engagement/fundraising plan | | Application form/Interview |
| | Working knowledge of using IT: key social media platforms, the Microsoft Office Suite | | Application form/Interview |
| | Excellent coordination and organisational skills | | Application form/Interview |
| | The ability to meet deadlines and work under pressure | | Application form/Interview |
| Attitude | Entrepreneurial, results-driven and able to work on own initiative and as part of a team | | Application Form/Interview |
| | Commitment to delivering quality and to continual improvement in practice | | Application form/interview |
| | A self-motivated individual with the perseverance to work towards long term goals | | Application form/interview |
| | Passionate, creative and motivated, to achieve ambitious targets | | |

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| Knowledge | Knowledge of current fundraising guidelines and legislation | Knowledge of supported housing and property development. | Application form/interview |
| | Good knowledge of contemporary fundraising techniques. | | |
| | An understanding and commitment to anti-discriminatory practice in the workplace and in service delivery | | Application form/interview |
| | Good knowledge of public and private sector funding sources, structures and organisations. | | |
| Transferable Skills | Ability to communicate and negotiate effectively with parties from a variety of backgrounds | | Application form/interview |
| | Adaptability: flexible to changing circumstances, keeping projects and goals on track by changing approach | | Application form/interview |
| | Ability to work under pressure & time management | | Application form/interview |