



Senior Fundraising Officer - Products

Job description

Grade	D
Type of contract	Fixed Term Maternity Cover 12 months
Directorate	Fundraising
Team	Products Fundraising
Reports to	Fundraising Manager - Products
Responsible for	Fundraising Officer – Products
Location	Stratford, London - likely to be hybrid mix of homeworking and time in Stratford office
Hours	35hrs p/w

About the role

The Community and Events Fundraising team designs and delivers memorable fundraising experiences that raises millions of pounds and turns one-time participants into lifetime supporters.

This role will contribute to this purpose by managing an assigned portfolio of fundraising activities to achieve agreed targets. Reporting to the Fundraising Manager: Products, you will make decisions on how best to deliver activities and be accountable for the development and management of budgets, plans, marketing, stewardship, reporting and evaluations.

You will line manage Fundraising Officers, upskilling, trusting and empowering them to deliver activities, key tasks and excellent supporter experience. You will manage their performance to ensure objectives are met and develop their career through regular supervisions and appraisals.

You will play a pivotal role in the Community and Events Fundraising team reaching and exceeding their target of circa £10.8 million NET income by 2024.



Key Responsibilities

1. To project manage a portfolio of Fundraising activities including briefing on and agreeing data for target audiences and using this to develop, implement, manage, monitor and evaluate performance.
2. To identify process developments needed to deliver fundraising activity, working with internal & external suppliers when needed to implement any changes.
3. To develop, monitor and re-forecast one-year budgets for assigned activity/campaigns identifying risks and putting in place the necessary mitigations.
4. To work with our media agency and internal Digital Team to achieve Mind's digital-first strategy, implementing a test and learn approach for continuous improvement and thinking digital-first in the briefing of all new activity.
5. To manage and coordinate the briefing of Key Internal & External stakeholders to ensure the successful operational delivery of fundraising activities.
6. To build strong relationships with third party organisers and suppliers, being responsible for contract handling and signing when needed.
7. To develop stewardship plans and implement a supporter-first approach across all activity to increase conversion, average gift and retention.
8. To organise and manage receptions and stewardship events including logistics, hosting and presenting.
9. To attend supporter led and third-party events to help enhance our supporters experience and deepen their relationship with Mind.
10. To develop, deliver and evaluate yearly marketing strategies including the development of advertising materials ensuring the content adheres to brand guidelines and is compliant with fundraising regulations.
11. To prepare and present fundraising evaluation reports including reporting against financial and non-financial key performance indicators and trends.



12. To line manage one Fundraising Officers including setting objectives at annual appraisal, monitoring delivery of objectives at regular supervision (one-to-one meetings), monitoring training and development needs.
13. To empower Fundraising Officers to deliver event activity from start to finish, supporting their development through this.
14. To work closely with our Data Team and Data Insight Analysis and to use insight to deliver a supporter led marketing approach as well as identifying and testing new audiences, marketing creative and channels.
15. To work with the Supporter Relations teams, effectively briefing them on campaigns and activities, providing FAQs and to ensure an excellent donor experience in the response handling of Events Fundraising participants.
16. To work closely with the Digital Team to deliver successful campaigns and ensure the Community and Events section on Mind's website are maintained and provide engaging and up to date information and functionality.
17. To work closely with Mind's Media and communications team to ensure fundraising activities are effectively promoted across multiple print and digital channels and supporter stories are gathered where appropriate.
18. To ensure all fundraising activity is compliant with fundraising regulations and data protection law, and take responsibility for maintaining knowledge of Fundraising Regulations and best practice; ensuring that line reports are working compliantly
19. Keep up to date with sector knowledge to ensure Mind is delivering at a level of best practice.
20. To manage working relationships with event and platform suppliers agreeing and monitoring delivery against contracts and service level agreements.

Expectations

We are committed to becoming actively anti-racist in everything we do. This is a critical priority for Mind. We embrace diversity and understand that being an inclusive organisation, recognising different perspectives, will enable us to provide excellent services. We are committed to ensuring all our employees are treated fairly and equitably at work and promoting equity in physical and mental health for all.



Role expectations:

- Keep abreast of internal and external developments and respond accordingly.
- To attend and contribute to supervision and appraisal process, meetings, training, and other events as required.
- To adhere to relevant legal and statutory requirements including the Data Protection Act (ensuring an appropriate level of confidentiality at all times), Health and Safety at Work Act (ensuring H&S of own and others at all times) and any other relevant/charity law.

All members of staff at Mind are expected to embody our mission, values and competencies. This includes an expectation that they will:

- Show passion for what Mind does and the changes that we are making for people with mental health problems.
- Work collaboratively across teams, departments, locations and organisations.
- Stand up for what they believe is best and trust in themselves and each other.
- Be open to others and ourselves and show a commitment to learning.
- Be open to change and respond flexibly and quickly to the changing world.
- Demonstrate organisational awareness and see the bigger picture while working towards objectives.
- Communicate effectively, ensuring their messages are understood and that they strive to understand others.
- Value diversity and treat others with respect, showing sensitivity towards differences, promoting and encouraging diversity, and building on people's different skills and talents to enhance the quality of their own and other's work.
- Take responsibility for their decisions.
- Attend and contribute to Mind staff training and any other training identified as appropriate for the post.
- Occasionally travel to meetings in England and Wales and/or work unsociable hours, which may require the need for an overnight stay, evening and weekend work.
- Ensure that all responsibilities and activities within their post are consistent with the terms and spirit of Mind's mission, vision, values, policies and procedures.
- Adhere to relevant legal and statutory requirements including the Data Protection Act, Health and Safety at Work Act and relevant charity law.



- To be prepared to work flexibly (e.g. hot-desking, home-enabled working) according to business need
- Maintain an appropriate level of confidentiality at all times.
- Contribute to making Mind a greener workplace.

Person specification

Essential criteria

1. Experience of managing Community and Events activities and a proven track record of meeting and exceeding targets across a wide range of channels and products.
2. An understanding and commitment to deliver a memorable fundraising experience through excellent stewardship.
3. A strong project manager with experience of devising and managing marketing and stewardship strategies to achieve goals.
4. Experience of using innovation processes to identify and implement new activity or improve existing.
5. Experience of line management including appraisal, supervision (one-to-one meetings) and training and development needs; ability to delegate and manage individuals to meet agreed performance targets.
6. Experience of managing internal stakeholders and third-party suppliers to agreed service level agreements.
7. Ability to interpret and analyse data both during and after a campaign to performance and help inform future strategies.
8. Excellent interpersonal skills with the ability to inspire, negotiate and influence with a wide range of stakeholders to get desired results.
9. Brilliant organisational skills with the ability to manage multiple projects and deadlines.



10. Excellent knowledge and understanding of fundraising legislation, principles and practices and regulation requirements across Community and Events.
11. Experience of using appropriate IT suite and level of programmes associated with the role including databases, digital platforms and financial system.

Desirable criteria

1. Direct or indirect experience of mental health problems.
2. Passion for Mind's values and work.