

JOB DESCRIPTION: Head of Fundraising

SALARY:	£51,400
HOURS:	Monday to Friday 8.30am to 5.00pm
REPORTS TO:	Director of Fundraising and Development
LOCATION:	Hybrid - 140 Woking Close SW15 5DL with expectations to visit our services on a regular basis.

About BeyondAutism

BeyondAutism is a charity dedicated to ensuring everyone with autism accesses an education which empowers a life full of choice, independence and opportunity. We do this through positive educational experiences, training for the people who work with them and support for their families and carers.

Job Purpose

Over the past five years, BeyondAutism has been successful in building committed, high impact partnerships with a number of supporters including corporates, individuals, trusts and foundations. With some support already pledged, the charity is now prioritising sustainable income growth in order to accelerate its impact and expansion.

We are recruiting an exceptional and experienced fundraiser to work closely with the Director of Fundraising & Development, our senior management team including the Chief Executive and the Board of Trustees to lead and manage the growth of BeyondAutism's fundraising programme, which has a projected annual target of c800,000. This exciting role will suit a tenacious and inventive relationship builder, keen to make their mark on a growing and dynamic charity.

The Head of Fundraising will devise and implement strategies to build and manage partnerships, working creatively to establish new income streams from major donor sources. They will also support our work with corporates, trusts and foundations.

Initially reporting to the Director of Fundraising & Development, this role will manage the Community Fundraising and Events Officer, with a view to a new Corporate Partnerships Officer in the foreseeable future.

Main duties and responsibilities

The Head of Fundraising will have responsibility for managing a key stream of BeyondAutism's work to ensure we are able to become a sustainable national charity. The successful candidate will be equally at home talking to a Chief Executive of a corporate supporter, as they are to our Board of Trustees.

Developing a coalition of supporters is critical to our success. This is an incredibly exciting time to join BeyondAutism, and this role offers an opportunity for an experienced senior fundraiser to further their development by leading our strategy to grow and diversify our base of support.

- Collaborate with the Head of External Relationships senior team and Board of Trustees to support the ongoing development and implementation of BeyondAutism's long-term fundraising strategy.
- Own, develop and deliver the strategy for identifying and cultivating new partnerships with corporates, individuals, trusts and foundations, to meet organisational fundraising targets.
- Manage key relationships with existing donors and, grow these to become a sustainable longer-term income stream.
- Lead on the development of a network of major donors, growing and cultivating a 'home team' of supporters who can help grow income through this source.
- Work closely with the Marketing and Communications Team to develop a powerful case to build support for BeyondAutism, in order to create persuasive fundraising collateral and applications.

Characteristics and skills:

- Exceptional pitching and negotiation skills, with demonstrated ability to influence and persuade at the highest level, and an understanding of the commercial environment.
- Entrepreneurial self-starter and leader with creativity, initiative and confidence.
- Motivated by working in a target driven environment and as part of a team.
- Exemplary communication skills, including creating written proposals, as well as public speaking and networking.
- A talent for expressing complex ideas in simple and effective language, both written and orally.
- Excellent report writing skills, using multimedia to highlight both potential and achievement to varied audiences.
- Excellent organisational skills and the ability to assess, prioritise and manage a varied and demanding workload.

Values and alignment:

- Prepared to work in line with our values.
- A willingness and ability to be fully aligned to, and be an advocate for, BeyondAutism's purpose and theory of change across all areas of work including a:
 - focus on having the highest standards for recruiting top talent into social work
 - approach to our Fellows (alumni) that celebrates, encourages and recognises individuals who are improving safety and stability for children whether they remain in social work or work outside of the profession.