

HEAD OF FUNDRAISING PERSON SPECIFICATION



Helping local families
Since 1983

Criteria	Essential	Desirable	How identified
Qualifications and training	Significant experience - at least three years - of working in a fundraising environment. Evidence of continuous professional development.	Relevant Fundraising Qualification.	Application
Knowledge and experience	Proven experience of developing existing income streams and developing new and successful fundraising initiatives. Experience in managing people. Experience of budgeting and managing resources. Knowledge of fundraising best practice. Experience of and ability to plan effectively at organisational level.	Fundraising management experience within the charity sector. Ability to form and maintain positive relationships with major donors. Proven success in obtaining funds from grant making trusts. Experience of legacy giving, regular giving and direct mail campaigns. Experience of developing and implementation of strategic plans. Experience of working with volunteers.	Application Interview Assessment
Skills and abilities	Excellent English verbal and written communication skills. Excellent at influencing and relationship building. Strong interpersonal skills with ability to support and motivate staff. Excellent project management skills. Ability to make decisions and take the initiative as part of managing a complex and varied workload. A problem solver - someone who sees a problem and deals with it effectively. Excellent computer and IT skills in all aspects of Microsoft Office, other design packages and CRM.	Nurture relationships with existing individual and corporate donors. Good knowledge of Gift Aid and Data Protection (GDPR) legislation.	Application Interview Assessment

	<p>Creative, flexible character and a generator of new ideas with vision and flair.</p> <p>Self-motivated, with a proven ability to work as part of a team as well as independently.</p>		
Attitudes and values	<p>Committed to the principles of equal opportunities.</p> <p>Committed to the aims and goals of CancerCare as stated in the charity's 'Vision and Values'.</p> <p>Non-judgemental attitude.</p> <p>A flexible and positive work ethic.</p>	<p>Knowledge and understanding of the cancer journey and support services.</p>	<p>Application Interview Assessment</p>
Others	<p>Ability to travel throughout the areas where services are being delivered.</p> <p>Flexible approach to working patterns including some evening and weekend work.</p>		<p>Application Interview Assessment</p>