



Exciting Job Opportunity – Head of Fundraising at Transaid

Are you ready to lead and elevate our fundraising efforts to new heights? Do you have what it takes to drive change and make a significant impact? If so, we have an exciting opportunity for you! We are in search of a Head of Fundraising to join our dynamic team in London (with the flexibility of hybrid working). This is an exciting time to join Transaid, with the opportunity to lead the roll out of a new fundraising strategy and operational plan spanning the next three years.

Our unrestricted fundraising has tripled over the last decade, making this a critical role within our leadership team. We are looking for a truly exceptional candidate to consolidate this growth, which will in turn help us to take our impact in sub-Saharan Africa to the next level.

The successful candidate will lead a fundraising operation working collaboratively with major blue-chip businesses (which form the mainstay of our corporate membership base), as well as organising and contributing to an array of UK and international events. It is a hands-on role, with responsibility for managing and developing three talented colleagues.

You will work closely with the Corporate Partnerships and Communications Manager to develop strategic partnerships with our portfolio of approximately 30 corporate partners, whilst also creating new engagement opportunities through a targeted business development strategy. You will enjoy working as part of a small and impactful fundraising team which supports each other to achieve great success. The ideal candidate must be open to regular UK travel (particularly to the Midlands) for events and meetings with a range of transport and logistics companies, and be open to some potential African travel.

Head of Fundraising Requirements:

- Significant corporate fundraising experience with proven skills in account managing a range of different sized companies, including household names
- Substantial experience of at least two of the following four income streams (corporate events, challenge events, major donors, trusts & foundations)
- Demonstrable experience of building and converting a pipeline of new business
- Proven ability to design and deliver successful pitches
- Excellent communication skills, including an ability to present Transaid's work effectively and represent the organisation at the highest levels
- Strong understanding of how to present, develop and protect Transaid's brand
- Line management experience, with a particular passion for developing direct reports and helping to grow a high performing fundraising team
- Excellent communication, collaboration, interpersonal & presentation skills
- A passion for improving health outcomes and reducing death and injury on the roads in Africa

Desirable

- Experience of working for an international development organisation
- Experience of managing or setting up giving circles
- Some knowledge/understanding of the transport & logistics sector
- Fluency in another language (French, Swahili or Portuguese preferred)

**Head of Fundraising Benefits:**

- £45,000 - £51,000 (depending on experience)
- 25 days leave per annum, plus bank holidays
- Generous 10% employer contribution pension
- 3 x salary personal accident cover
- Opportunity to join a friendly and ambitious team
- Opportunity for professional growth and development, with access to in-house and external training
- The ability to quickly make an impact
- Hybrid working (typically 2 days in the office per week)
- Central London office location, within a five-minute walk of Euston, St Pancras International & King Cross mainline railway stations
- Opportunity to travel to Transaid's programmes in Africa

Meet the Organisation: Who We Are and What We Do

Transaid is a London-based international development organisation in its 25th year, with HRH The Princess Royal as its patron.

Transaid is a highly successful international development organisation working to transform lives through safe, available and sustainable transport. As a leading charity within the UK transport and logistics sector, this is an exciting opportunity to lead a dynamic fundraising team and help further develop Transaid's well established corporate income stream.

If you believe you're the perfect fit for the Head of Fundraising position, don't wait a moment longer – seize this incredible opportunity and apply now!

How to apply:

Please send a letter of application (no more than two sides of A4), along with your CV, explaining relevant skills and what you can bring to this role.

Please email all applications to: info@transaid.org with the subject heading 'Application for Head of Fundraising – Transaid'

Closing date: 12th February 2024

No agencies please.