

Turning Lives Around Fundraiser – Corporate Partnerships & Individual Giving

Overview

We are seeking a proactive, relationship-driven Corporate Fundraiser to grow and steward our network of corporate partners, high-value donors and individual supporters. This role focuses on building meaningful, long-term relationships with organisations and individuals. You will play a key part in securing sustainable income that enables our charity to expand its impact.

Context

For the last three years, Turning Lives Around (TLA) has benefited from a partnership with Lowell Group, who have generously supported our work, including the purchase and refurbishment of properties. Now that the partnership has come to its close, Lowell Group have agreed to fund this role for 12 months.

The role will report to TLA's Fundraising & Development Manager, who will continue to work on grant funding applications and bids for tenders: there will be the opportunity to shadow this aspect of TLA's fundraising work, with the potential to amalgamate the two roles in 2027 when the Fundraising & Development Manager is due to retire.

Salary

£35,000

Hours

Maximum 37 hours, part time considered

Location

TLA's agile working policy applies to this post however it will be office based at Photon House in Armley with some home working to be agreed with the line manager

Key Responsibilities

Corporate Partnerships

- Identify, research, and approach businesses with strong alignment to our mission.

- Develop compelling partnership proposals, sponsorship packages, and CSR engagement opportunities.
- Manage and nurture existing corporate relationships to maximise long-term support.
- Deliver presentations, pitches, and impact updates to corporate stakeholders.

Individual Fundraising

- Build and maintain relationships with individual donors, including mid-level and high-value supporters.
- Develop personalised stewardship plans to increase donor loyalty and lifetime value.
- Create engaging fundraising campaigns, appeals, and supporter journeys across digital and offline channels.
- Represent the charity at events, talks, and networking opportunities to raise awareness and attract new supporters.
- Design and deliver supporter journeys that improve acquisition, retention, repeat giving and long-term donor loyalty.
- Ensure timely and personalised thanking, reporting and impact communications for supporters and partners.

Marketing & Communications

- Develop engaging fundraising content and supporter communications for email, website, social media and print.
- Work with colleagues to tell compelling stories about TLA's impact and translate them into fundraising messages and campaigns.
- Help raise awareness of TLA's work through marketing and communications activity that supports donor recruitment and stewardship.
- Support digital fundraising campaigns, online appeals and social media activity to attract and retain supporters.
- Help optimise digital supporter journeys, donation pages and campaign messaging to improve engagement and conversion.

Income Generation & Strategy

- Contribute to the development of annual fundraising plans and income targets.
 - Track performance, monitor KPIs, and provide regular reports on fundraising activity.
 - Work collaboratively with the Fundraising & Development Manager and other colleagues to produce high-quality fundraising materials.
 - Ensure all fundraising activity complies with the Fundraising Regulator's Code of Practice and GDPR requirements.
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Skills & Experience

- Proven experience in fundraising, sales, account management, or business development.
 - Strong communication and presentation skills, with the ability to inspire and influence.
 - Confident in building relationships with stakeholders at all levels.
 - Creative thinker with the ability to develop engaging fundraising propositions.
 - Highly organised, with strong project management and prioritisation skills.
 - Comfortable working towards income targets and managing pipelines.
 - Knowledge of CRM systems and donor stewardship best practice is desirable.
 - Creative use of digital / social media platforms to tell engaging stories
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Personal Attributes

- Open, engaging, and confident when meeting new people.
- Motivated by achieving results that make a tangible difference.
- Collaborative, supportive, and able to work effectively across teams.
- Resilient, adaptable, and comfortable working in a fast-paced environment.
- Passionate about the charity's mission and values.