

# VineTrust

**FUNDRAISING & OUTREACH MANAGER**



**Position:** Fundraising and Outreach Manager

**Full time:** 36 hours per week

**Salary:** £40,000 p.a.

**Location:** Flexible hybrid arrangement – combination of Vine Trust Barge (Edinburgh) and remote working.

Vine Trust is looking for an experienced and results-driven Fundraising and Outreach Manager with excellent communication skills to join our Edinburgh-based team. The ideal candidate will have a proven track record in securing funds through grants, corporate sponsorships and events, as well as building strong relationships with donors and stakeholders. They should be organised and strategic, as well as passionate about our mission, values and principles.

### **About Vine Trust**

Vine Trust is an international development charity that collaborates through partnership projects to bring about impactful and sustainable change for families and communities in Peru and Tanzania. A fundamental element of Vine Trust's working model is connecting volunteers to these long-term partnerships, providing significant reciprocal learning and training opportunities, and advancing the programme's targeted outcomes.

Since its establishment in 1985, Vine Trust's activities have grown considerably, responding to needs shared by its partners in Peru and Tanzania. Some key achievements include:

- Delivery of three medical ships to the Amazon Hope Medical Programme in Peru, providing over 2 million medical consultations.
- Introduction of the first ever medical ship on Tanzanian Lake Victoria, delivering over 400,000 medical consultations and becoming the largest healthcare provider to islands in the Kagera region.
- Participation of over 4,200 volunteers in medical, school, or adult team expeditions to Peru and Tanzania.
- Construction of 149 small homes for vulnerable families in the Kilimanjaro region of Tanzania.
- Building four large homes for orphaned children in the Kilimanjaro region of Tanzania.
- Construction of eight homes for street children in Peru.

Central to the success of Vine Trust's work has been its focus on collaboration and partnership. Vine Trust connects governmental, corporate, academic, and other NGOs from various countries to these projects.

## **About the Role**

The role will primarily be responsible for developing and implementing effective fundraising strategies, for crafting grant applications and for marketing the work of the Vine Trust to volunteers, supporters and stakeholders.

As the Fundraising and Outreach Manager at Vine Trust, you will develop and implement a comprehensive marketing and fundraising strategy to support Vine Trust's programmes achieving agreed targets and outcomes, consistent with the Vine Trust principles and ethos. You will also act as deputy to Chief Executive in their absence.

- Key objectives include:
  - Identify and cultivate relationships with potential donors, corporate sponsors, trusts, and foundations.
  - Prepare compelling grant applications and manage fundraising campaigns.
  - Organise and manage fundraising events, both virtual and in-person, to increase awareness and generate funds.
  - Create and execute marketing campaigns to promote volunteer opportunities, utilising digital marketing, social media, email campaigns, and traditional media.
  - Collaborate with colleagues, overseas partners and other linked organisations to develop and maintain engaging content for the Trust's Connections magazine, website and social media platforms.
  - Ensure quality control of all fundraising and marketing materials, consistent with the principles and ethos of the Trust.
  - Monitor and analyse fundraising and marketing data to assess the effectiveness of campaigns and identify areas for improvement.
  - Ensure compliance with relevant fundraising regulations and best practices to maintain the Trust's reputation and integrity.

## **Role Requirements**

### **Essential:**

- Vine Trust firmly upholds the principle that the manner in which we operate is just as important as the outcomes we achieve. The successful candidate for the position will be fully supportive of Vine Trust's ethos and principles of how it operates as an organisation. (Vine Trust's principles can be found outlined on our website).
- Proven experience in successful fundraising, grant writing, and marketing through digital and traditional channels.
- Excellent communication and interpersonal skills, with the ability to work effectively with Vine Trust diverse stakeholders.
- Ability to work on your own initiative as well as part of a team.
- Knowledge and experience of using MS Office.
- Educated to graduate level or relevant experience in a similar field.

Desirable:

- At least 2 years of experience in a related field.
- Experience in the voluntary or international development sector.
- Experience working in cross-cultural projects/activities.
- Experience of working and/or volunteering outside the UK.

Other Requirements:

- Eligibility to work/reside in the UK.
- Full driving licence and access to a car.
- PVG check will be required.

Vine Trust is an equal opportunity employer, and we encourage individuals from all backgrounds to apply. If you're ready to make a lasting impact, foster sustainable change, and promote ethical global citizenship, we invite you to apply for the Fundraising and Outreach Manager position at Vine Trust. Be part of our dedicated team and help us continue connecting people to change lives.

To apply, please submit your **CV along with a cover letter detailing your suitability for the role** to **robert@vinetrust.org**

**Closing date for applications: 5pm - Monday 21<sup>st</sup> October 2024**