

TALITHA ARTS FUNDRAISER

We are seeking a passionate, experienced, results and target-driven fundraiser who will reflect our vision, mission and values as an organisation and help develop and lead a new fundraising strategy as we strengthen and expand the work of Talitha Arts.



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Our Mission:

Talitha Arts is a small therapeutic arts charity that aims to use the power of the therapeutic arts to enable transformation in those in need of mental health support.

Our Vision:

Our Vision is to empower all individuals and communities (particularly vulnerable groups) by providing excellent and bespoke therapeutic arts workshops that promote better mental health and well-being, enabling people to reach their full potential.

Our Values:

Talitha Arts believes in the unique value of every individual and that expressing oneself through the arts enables healing.

We believe creativity is for everyone, and the arts connect people to each other, their own identity and self-worth.

We maintain that art is a powerful processing tool and catalyst for positive change individuals, communities and society as a whole.

TALITHA ARTS FUNDRAISER

We are looking for someone who has a proven track record in securing corporate giving, high-value donors and multi-year funding bodies. The ideal candidate will be a fundraiser who loves to “knock on doors”, build relationships, and feels at ease advocating for a small therapeutic arts charity.

Your role will involve securing corporate and/or high value donors, managing the administration of grant proposals alongside our grant consultancy agency, identifying and writing additional grants, managing our fundraising database, and developing and project managing fundraising events.



Healing
through
Creative
Expression



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The Role

Working together closely with the Executive Director, grant consultancy agency and Talitha Fundraising Committee, you will devise new fundraising strategies which align with the organisation's mission, values and requirements in order to raise vital income for the charity across four income streams:

Grant/Trusts/Foundations

Incorporate grants, trusts and foundations into Talitha's fundraising strategy, research and identify new funding opportunities, manage the administration of grant proposals alongside our grant consultancy agency, draft grant applications and work to develop new templates for reporting.

Individual/Community Fundraising

Look at new campaigns to develop mass fundraising audiences to help grow individual giving.

Corporate and/or High Value Donor Fundraising

Build relationships with businesses and/ or high value donors to develop a new pipeline. Identify project opportunities, build proposals, as well as manage and negotiate contracts around partnerships which might include employee giving and matched giving from employers

Fundraising Events

Incorporating events into Talitha's fundraising strategy, and developing and project managing fundraising events.

TALITHA ARTS FUNDRAISER



Key Responsibilities

- Develop and execute a robust fundraising strategy with Executive Director and Bid-Writing Consultancy Agency that will deliver over £150 000 in 2024, increasing by 30-40% growth each year
- Identify and cultivate relationships with supporter prospects to secure financial support
- Secure and manage corporate partnerships and high value donors
- Coordinate and oversee fundraising initiatives including events, donor campaigns and grant applications
- Create and develop new fundraising campaigns, working with Talitha's social media channels to promote awareness
- Create compelling fundraising materials (i.e. proposals, evaluations and impact reports) for prospects and donors
- Act as a main point of contact for all supporters of Talitha Arts, providing exemplary stewardship to secure further income
- Utilise Talitha's CRM system to track and manage donor information, adhering to GDPR policies
- Stay informed on sector trends and best practices within fundraising to ensure full compliance
- Prepare regular progress reports for the Executive Director and Trustees
- Represent Talitha and act as an Ambassador at networking events
- Spot fundraising/new business opportunities and raise awareness of the organisation's work.
- Manage your own budget and ensuring targets are met
- Attend staff meetings and keep up to date with Talitha Arts activities, events and programmes, including the therapeutic side of Talitha

TALITHA ARTS FUNDRAISER



General

- Act within Talitha's stated values and comply with our policies and procedures
- Represent the organisation effectively and in a positive manner
- A flexible approach is required for the role, as additional duties commensurate with the role may occur from time to time
- To engage in training where necessary and ensure up-to-date knowledge of fundraising rules and regulations
- Be sensitive and aware of the challenges of our beneficiaries

Working requirements

- 3-4 days per week
- Permanent
- Salary £35-40k pro rata

In addition:

- Remote working (outside of regular meetings and events in London - travel will be reimbursed)
- Flexible working
- An additional 3 days holiday between Christmas and New Year

TALITHA ARTS FUNDRAISER



Closing date: 19th Feb, 2024 at 12pm

Interview dates: 27th, 28th Feb (London)

At Talitha Arts, creativity is at the heart of everything we do, and therefore we are seeking someone who shares our belief in the transformative power of the creative arts and can reflect our creative ethos in their approach to development. This position is open to those of all faiths and none. Talitha is a charity with Christian foundations, therefore we are seeking someone who is sympathetic to our Christian roots.

At Talitha, we recognise the inequity regarding employment opportunities brought about by structural oppression and marginalisation. Thus, we encourage and warmly welcome global majority applicants, those with disabilities and LGBTQI+ candidates.

Please apply with a cover letter and CV to: hello@talitha.org.uk

TALITHA ARTS FUNDRAISER



Person Specification

	Essential	Desirable
Education	Educated to degree level or experience which demonstrates equivalent	
Experience	Demonstrable experience of leading on major donor fundraising with individual and/or corporate donors	Experience recruiting and leading a team of volunteers
	Demonstrable experience in securing multi-year funding from corporate donors	Demonstrable experience in securing gifts of at least £10k each from individual and corporate donors
	Demonstrable experience of developing donor relationships with individual and/or corporate major donors	A track record in developing and delivering fundraising strategies and plans that support organisational growth
	Strong evidence of fundraising success from bid-writing	Some experience in the creative arts and/or therapeutic work
	Proven ability to develop, manage and implement strategies to identify, cultivate, solicit gifts and steward high value and corporate prospects	
	Proven track record in working towards and exceeding income generation targets	

TALITHA ARTS FUNDRAISER



Person Specification

	Essential	Desirable
Knowledge	Knowledge of good fundraising procedures for high-value donors and corporates in the voluntary sector	Knowledge of the effects of abuse, trauma, dementia and/or trafficking on individuals and within society
	High degree of literacy in IT applications (Microsoft Office, Google Drive, CRM)	
	Knowledge of current fundraising guidelines and legislation	
	Understand how excellent stewardship and supporter experience can lead to sustained income with excellent donor care	
Skills	Excellent communication skills, both written and oral	
	Highly developed written skills with proven ability to write a range of materials for different audiences	
Personal Attributes	Works on own initiative and as part of a team	A passion for the creative arts and/or therapeutic work.
	Excellent time management	Willingness to gain knowledge and expertise in the therapeutic arts
	Has a collaborative and supportive attitude	