



Job Description: Interim Head of Fundraising

Position:	Interim Head of Fundraising (maternity cover)
Salary:	£40,000 per annum
Location:	Home based with minimum monthly travel
Contract:	1 year fixed contract (maternity cover)
Hours:	Full time - compressed and part time hours considered
Start Date:	1st March 2025
Reporting to:	Head of Operations
Closing Date:	8th January at midday
How to apply:	Apply via CharityJob or email to info@kidsclubkampala.org with cover letter and CV

Kids Club Kampala is a UK charity with a Christian ethos that works to transform the lives of children in the slums of Kampala in Uganda. We help children and families in Uganda to survive and to thrive by providing for both their immediate needs and strengthening their futures through community outreach, protecting, educating, and skilling. We work in partnership with our team in Uganda who passionately lead and implement our projects which are a life line to some of the most vulnerable children in the world.

The role of the Head of Fundraising is to raise funds and awareness of the work of Kids Club Kampala through developing and implementing the fundraising strategy of the charity. We have grown significantly in recent years, both in impact and income.

Our current income is a mix of grant funding, individual giving and community fundraising. The Head of Fundraising will build on our strengths and successes in these areas, whilst also developing new income streams – namely major donor income, corporate partnerships and fundraising appeals. They will be part of the Senior Leadership Team, working closely with the Board of Trustees and the CEO, leading the Fundraising Team to meet or exceed ambitious fundraising targets;



building upon existing networks, creating new fundraising partnerships and overseeing effective relationships to increase the income of the charity.

We are an inclusive organisation, and we strive to create a welcoming environment for everyone. We encourage applications from non-graduates and people from diverse backgrounds. If you're committed to making a difference and driving change, we'd love to hear from you.

Please note that you must be eligible to work in the UK in order to apply. For any further enquiries about this vacancy please get in touch via info@kidsclubkampala.org or call 07971601154.

Job Description

Fundraising Strategy

- Successfully lead the implementation and monitoring of the fundraising strategy
- Meet ambitious fundraising targets and create detailed plans to achieve them
- Analyse market trends and donor behaviour to inform strategy and improve fundraising effectiveness
- Lead the Fundraising Team in effective implementation of fundraising and marketing strategy to ensure effective results in income growth

Income Generation

- Identify new opportunities for income generation across different areas and expand our portfolio of income streams including trusts and foundations, corporate, events and appeals
- Grow both unrestricted and restricted income by effectively guiding the fundraising team with a focus on return on investment
- Achieve your own personal income target focused on trusts and foundations, major donors and corporate relationships
- Build corporate sponsorship pipeline and manage research, identifying partnership opportunities including business networking and corporate engagement
- Building new and existing relationships to identify opportunities for income and growth

Brand and Communications

- Communicate the vision, mission and values of the organisation as well as value proposition



- Hold the brand guidelines and communication strategy, ensuring our communications demonstrate our impact
- Ensure that the organisation can communicate demonstrable impact and is able to clearly articulate this to a range of stakeholders, including key donors
- Undertake regular research and analysis to understand needs of target audiences and maintain the brand architecture and identity
- Identify suitable PR opportunities to extend brand reach and recognition

Leadership & Management

- Manage the fundraising team to ensure effective results and healthy wellbeing
- Act as a spokesperson for the organisation, advocating for its mission and goals to external audiences
- Contribute to the development and delivery of organisation's growth strategy and business plan

Person Specification

- Strong commitment to the organisation's mission and values
- Ability to convey passion and enthusiasm to potential donors and supporters
- Experience in setting and achieving ambitious fundraising targets
- Excellent written and verbal communication skills
- Ability to craft compelling narratives and proposals for diverse audiences
- Strong presentation and public speaking abilities
- Understanding of writing compelling copy, delivering appeals and overseeing communications strategy
- Understanding of budgeting, financial reporting, and financial analysis related to fundraising
- Ability to ensure the efficient use of resources and maximise return on investment
- Ability to positively lead, train and motivate the fundraising team
- Flexibility to adapt to changing circumstances and emerging opportunities

Benefits

- 25 days of annual leave pro rata and additional 8 days of public holidays
- Flexible, remote working policies
- 5% pension contributions
- Time off for your birthday
- Flexible working hours
- Individual training and development plan / investment in your professional development



- Optional trip to Uganda after your first year of employment
- Monthly team meet ups
- Annual wellbeing day
- Christmas get together
- Annual training days
- Annual training budget

How to apply

To apply, please email your CV along with a covering letter, detailing why you are applying for the job and how you meet the person specification to info@kidsclubkampala.org before the closing date of Wednesday 8th January 2025. Interviews will be held via video conference the week of the 13th January 2025.

If you have any questions or need further information about the role, please feel free to reach out via email info@kidsclubkampala.org or call us on **07971601154**.

Our Commitment to Diversity and Inclusion

At Kids Club Kampala, we are committed to building an inclusive organisation where diversity is celebrated, and everyone feels they belong. We actively encourage applications from people of all backgrounds, particularly those from underrepresented groups. Please note, you must be eligible to work in the UK to apply for this position.