

Job Description

Job title: Great Fundraising Training Consultant
Report to: Managing Director
Location: Flexible within the UK and Europe
Annual salary: £40-50K

Purpose of the job

We are looking for a brilliant public speaker with hands on fundraising experience to deliver Great Fundraising seminars, training and other services to our amazing non-profit clients in the UK, Europe and around the world.

This role is for you if you are a committed idealist looking for your next challenge. You will benefit from working within a team to deliver excellence whilst developing the opportunity to move up and manage your own client portfolio after 12 months.

Mission:

- To get the globe giving by building Great Fundraising Organisations.

Business:

- To deliver exceptional seminars and workshops.
- To grow the client base.
- To promote PFE and our services as required.
- To constantly improve our culture and expertise.

Responsibilities and duties

Training and service delivery

- Organise and co-present training programmes, bespoke seminars and other services for clients.
- Be the main point of contact for clients where you are named as the lead consultant and project manage the team of consultants delivering for that client.
- Provide consultancy services, as required, within the building blocks of Great Fundraising.

- Assist other team members with any other reasonable requests for their clients, including sales or delivery of services.

Business development

- Promote PFE by speaking at and attending external conferences within the UK and internationally as required.
- Liaise with other teams to ensure consistent quality of client service and service development.
- Inspire the culture of excellence throughout the business.
- Attend and contribute to team meetings and strategy meetings as required.
- Carry out actions assigned to you by the meetings.
- Meet your own, agreed, personal billing budgets and targets.
- Sell the services of fellow consultants as required to deliver for the client.

Person specification

Experience

- 5+ years of experience in a paid fundraising role in a charity/non-profit/NGO, consultancy or agency.
- Public speaking and/or training experience to internal or external audiences.
- Track record of fundraising success in an in-house fundraising, agency or consulting role - from any size of organisation and from any level in the fundraising management structure but must demonstrate achievement for which they are responsible and show leadership ability.
- Track record of managing multiple projects to budget and deadline.
- Experience in client management or donor relationship and communications.
- Bilingual in German, Spanish, Dutch, etc. an advantage.

Knowledge

- Broad knowledge of fundraising principles and practices.
- A good understanding of fundraising analytics and performance measures, in particular individual giving metrics.
- Understanding of the principles and building blocks of Great Fundraising (desirable).

Skills and Attitude

- A brilliant public speaker, with excellent presentation skills.
- The ability to work to tight deadlines, and under pressure, managing several projects at a time.
- Excellent attention to detail and accuracy.
- Finds creative solutions, rather than focusing on problems.
- Networking and ability to build close working relationships.
- Ambitious, passionate and driven to make a positive impact on the world.
- Dynamic, resourceful and embraces challenge and change. A 'doer' - task orientated to achieve the required outcome.

- Team oriented but able to work with limited supervision to meet own targets.
- Enthusiastic to work in a fast moving, small but growing environment. Driven, focussed and highly resilient.
- Ability to take complex information and convey it simply and powerfully. Is able to communicate both rational and emotionally to inspire and motivate.

Terms and Conditions

All terms are subject to contract.

- Full-time employee position strongly preferred, but other arrangements can be considered depending on applicant's location.
- The post is based from home.
- Salary: £40-50K p.a.
- Start date: July 2022
- 25 days plus statutory paid holidays.
- Frequent travel, including overnight stays will be required.
- Full training and induction programme in Great Fundraising will be provided.