

Job Title	Fundraising Officer		
Team	Fundraising	Reports to	Fundraising Manager
Department	Income and Engagement	Location	Worthing Town Hall with travel for fundraising and site visits
Direct Reportees	N	Flexibility for home working	Y – on agreement with manager
Budget responsibilities	N		

Why this Role

Turning Tides is a leading homelessness charity in West Sussex. As a **Fundraising Officer**, you'll play a pivotal role in generating vital unrestricted income through creative campaigns, corporate partnerships, and donor engagement. This is an opportunity to combine **relationship-building skills** with **strategic thinking** to make a tangible difference in people's lives.

In this role you will work closely with all other departments so good communication and interpersonal skills will be needed,

Please note that this role has considerable expectation of working at weekends and in the early mornings and evenings. A full driving licence and access to a vehicle are essential.

Key responsibilities

- Drive Growth: Develop and manage relationships with donors, businesses, and community groups to unlock new income streams.
- Lead on Innovation: Research and implement successful fundraising ideas, from events to digital campaigns.
- Corporate Engagement: Build partnerships with local and regional businesses, creating win-win opportunities for CSR and sponsorship.
- Data-Driven Success: Use insights and analytics to measure performance and refine strategies.
- Be the Face of Turning Tides: Represent the charity at networking events, pitches, and presentations.

What We're Looking For

- Experienced Fundraisers with a track record of delivering successful campaigns OR
- Corporate Sales/Business Development Professionals skilled in negotiation, relationship management, and hitting targets.
- Strong communication and presentation skills.
- Ability to manage multiple projects and deadlines.
- A proactive, creative mindset with commercial awareness.

What sets this job apart

- *Autonomy to shape campaigns and partnerships.*
- *Collaborative team environment with clear growth targets.*
- *Opportunity to make a measurable social impact.*
- *Flexible working and professional development.*

Specification

Candidates will be invited to interview based on the following criteria.

Knowledge and Experience

Criteria
Good knowledge of fundraising and/or sales methods and practices, rules and regulations and previous experience within a fundraising role.
Demonstration of creative and successful fundraising and/or sales campaigns.
Some understanding of homelessness and the support that vulnerable people including those with complex and enduring needs may require.
Experience of overseeing multiple work projects and handling multiple deadlines at one time.

Skills and abilities

Criteria
A proven track record of developing and building working relationships and partnerships
Ability to communicate and present to a wide range of people using excellent active listening skills to form healthy and constructive relationships
Good written communication skills to write external postings and email campaigns
Ability to work under pressure and be able to prioritise own workload to meet deadlines and manage to financial budgets and targets
A proactive attitude with drive and enthusiasm to create imaginative campaigns

Specific Job Requirements

Criteria
A full clean driving license and access to own vehicle is essential
Confident user of MS Office suite
Knowledge of CRM, ideally Donorfy
Willingness to work variable hours to include occasional weekend, early morning and evening work is essential