



JOIN OUR FIGHT
FOR CHILDREN AT RISK
ON THE STREETS OF
THE UK, INDIA AND
EAST AFRICA

CORPORATE FUNDRAISING COORDINATOR
RECRUITMENT PACK

RAILWAY
children
Fighting for street children



WE BELIEVE IN A WORLD WHERE NO CHILD HAS TO LIVE ON THE STREETS

At Railway Children, we fight for vulnerable children who live alone and at risk on the streets, where they suffer abuse and exploitation. They run away or are forced to leave homes where they suffer poverty, violence, abuse and neglect.

They find themselves living on the streets because they've nowhere else to go and nobody to turn to.

Every day we fight to change their story.

STREET CHILDREN ARE ABUSED, PIMPED, BEATEN, SOLD AND TRAFFICKED

Abusers know exactly where to find them and how to lure them in. Once in their hands, most street children are lost forever. We're there to reach them first.

With projects in the UK, India and East Africa, we aim to reach these children as soon as they arrive on the streets and intervene before an abuser can.

Our pioneering work enables us to get to children before the streets get to them.



WE KEEP CHILDREN OFF THE STREETS FOR GOOD

WE DO THIS IN THREE WAYS

ON THE STREETS

We race to reach a child on the streets before abusers, drug dealers and traffickers do. Finding them shelter, food and support is the first step.

IN COMMUNITIES

We work with families, neighbours and wider communities to raise awareness, change perceptions and to help all children get the support they need to stay safe.

WITH GOVERNMENTS

If the system doesn't change, nothing does. We lobby governments, pressurise and campaign until we get the policy changes that keep children safe, well and off the streets forever.



WE WILL NEVER STOP FIGHTING FOR STREET CHILDREN. WILL YOU?

At Railway Children, we see ourselves as warriors, united in changing the long-term future for children living alone and at risk on the streets.

Our passion and values underpin everything we do. They unite us and provide the energy and optimism that drives us to work harder and harder for the children and young people we are privileged to help.

If you share our passion and our values, the chances are, you'll fit right in.

Effectiveness

Our work is constantly judged on results and impact and then assessed to ensure maximum return on investment, both in our programme outputs and financially. Every penny of donors' money is invested with care and attention to detail.

Innovation

We think outside the box, and are constantly reviewing our work to find new and improved ways of doing the best for our beneficiaries. We are a leader, not a follower and constantly push ourselves to deliver sector leading work.

Bravery

We are not afraid to push the boundaries, ask the tough questions, try new things or challenge the norm in order to change the world.

Honesty & Integrity

We will always act with integrity towards our supporters, partners and peers, acting in the best interests of our beneficiaries at all times.

Sound like you? Then read on...



THE ROLE

CORPORATE FUNDRAISING COORDINATOR

Responsible to: Head of Corporate Fundraising

Salary: IRO £23,000 – £25,000 per annum, depending on experience

Hours: 37.5 hours

Annual Leave: 25 days per annum plus statutory bank holidays

Location: Sandbach, Cheshire

JOB PURPOSE

We are looking for a confident, experienced and motivated Fundraiser with corporate fundraising experience, to bring in the resources we need to fulfil our organisational growth ambitions and ensure we deliver sustainable change in the lives of vulnerable children

The role will aid the corporate team in the implementation of its fundraising strategy for the next five years, developing income through new partnerships across the UK.



KEY RESPONSIBILITIES

SECURE NEW BUSINESS THROUGH RESEARCHING AND SECURING FUNDING OPPORTUNITIES

- Identifying, researching a prospect list for new business.
- Pitching and developing relationships with funders, donors, and corporate foundations.
- Preparing and submitting high quality, compelling funding proposals to corporate partners and their foundations.

SUPPORT THE CORPORATE TEAM WITH EXISTING CORPORATE PARTNERSHIPS

- Managing medium sized corporate accounts.
- Maintenance of accurate records, analysis and reporting on funding secured within the corporate team.
- Supporting the corporate events programme as and when necessary.
- Supporting the delivery of the corporate fundraising and event strategy.
- Supporting the development of a volunteer strategy for the corporates.
- Assisting and working collaboratively with our Events Coordinator.
- Work directly with the marketing team to coordinate our corporate fundraising communications. Where necessary, coordinate with the Country Programme Directors on fundraising proposals/opportunities.
- Working on the fundraising database management system used by the organisation.

ABOUT YOU

PERSON SPECIFICATION

This role would suit a candidate with a good understanding of the charity sector and proven success of fundraising from corporates and corporate foundations.

ESSENTIAL SKILLS

- A proven track record of securing new funding from corporates and their foundations; demonstrable success of securing five and six figure grants;
- Experience of writing persuasive proposals.
- Relationship / account management experience.
- The willingness and self initiative to take a brief and run with the project
- Strong planning, organisation and project management skills
- The ability to meet deadlines and manage your own timelines
- Confident, approachable and able to cope under pressure
- Able to manage multiple projects and tasks simultaneously
- Results driven and a determination to succeed
- Excellent communications skills and a confident presenter
- An outstanding team player with the ability to work collaboratively
- Some experience of briefing and liaising with a creative/ marketing team

- Excellent IT skills and fully competent on MS Word, Excel and PowerPoint
- The role may require some unsociable hours and working on weekends. Flexibility would be needed to accommodate this

DESIRABLE SKILLS

- Experience of organising events.



OUR HOME

SANDBACH, CHESHIRE.

Railway Children HQ is conveniently located in the market town of Sandbach, just two minutes from Junction 17 of the M6 motorway. No need for wishing your life away in the car or on public transport whilst trying to get into a city centre – our location is easy to get to, has loads of free parking and plenty of shops and cafes for lunch breaks.

We attract staff from all over the North West, with Manchester city centre just a 40 minute commute and Liverpool less than an hours drive.

Some of our staff think that Sandbach is so great, they live here. As well as the many shops, bars and restaurants, the town has numerous sports clubs, great schools and of course the weekly market.

If you're a fan of live music, the market occasionally attracts a busker who performs his very small repertoire of Oasis songs directly outside our offices.

Local bus routes run through the town and Sandbach Railway Station is well connected to the main Manchester – Crewe line.





A GREAT PLACE TO WORK.

THE BENEFITS

As well as helping some of the world's most vulnerable children and young people, there are some great perks if you're lucky enough to work for Railway Children.

Project Visits

Where possible we encourage our staff to visit our projects and experience the work we do. That could be here, India, or East Africa.

Time Out

You will start with 25 days holiday per year to recharge the batteries, after three years this will increase by an extra day per year until you reach a very relaxing 30 days leave.

'Railway Children Day'

We might not be able to fund a Christmas party but because our Trustees value what we do, they grant an additional day per year where the office is closed, usually around Christmas time.

A culture we're proud of

Driven by our CEO, family values are at the heart of our culture and make Railway Children an incredible place to work. As well as a flexible working environment, it's one of the reasons why our staff retention is so impressive.



STILL INTERESTED?

HOW TO APPLY...

To apply for this post, please submit a letter outlining how you meet the criteria and your current curriculum vitae to:

Siobhan Flude
siobhan.flude@mainecharity.co.uk
T: 020 7734 7341

We regret that it is not possible to respond to every applicant and only those selected for interview will be notified.

THANK YOU.

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