

A photograph of two young girls sitting on a metal bench in an urban setting. The girl in the foreground is wearing a light blue hoodie and black leggings, leaning her head against a brick wall. The girl behind her is wearing a black top and blue jeans. Both girls have long brown hair and are looking off to the side with somber expressions. A white patterned bag sits on the bench between them. The background shows a brick wall and a window.

JOIN OUR MISSION

FOR CHILDREN AT RISK ON THE STREETS

CORPORATE AND PHILANTHROPY OFFICER

RAILWAY CHILDREN – RECRUITMENT PACK

RAILWAY
children
No child lost to the streets



WE BELIEVE IN A WORLD WHERE EVERY CHILD CAN THRIVE, AWAY FROM A LIFE ON THE STREETS

Founded in 1996, Railway Children has dedicated over a quarter of a century to developing outstanding practice and services for street-connected children. Across India, Tanzania and the UK, hundreds of thousands of children are lost and alone on streets and public transport. As we embark on our new strategy to 2030, we have ambitious plans to ensure no child is left behind, wherever we work.

Every year, British Transport Police identify around 10,000 children at risk on the UK rail network. It offers young people a means to escape whatever they are running from and a place of shelter that feels safe.

However, public transport can also deliver them to danger...

With strong relationships across the UK rail industry, Railway Children applies contextual safeguarding principles to make sure someone is on hand to intervene early and protect children before they come to serious harm.

Our Youth Practitioners create turning points in these young people's lives that help them on a path to a better future.

Together we can make our transport system a safe place for everyone.

WHO WE ARE



Our Mission

To safeguard children at risk of being lost to the streets by empowering families, communities and partners to create lasting change, ensuring every child can reach their full potential.



Our USP

We are leaders in protecting the rights of street-connected children. We work with transport networks to reduce risk, intervene early and safeguard children before they face serious harm.



Our Goal

By 2030, we will have refined and enhanced our direct work to protect children and to demonstrate effective, impactful and scalable interventions that influence systemic change.

WILL YOU JOIN US ON THE JOURNEY?



WHAT WE STAND FOR

We stand for children

- The children who don't have a voice.
- The invisible children.
- The children struggling to survive on the streets around the world every day.
- The generations of children suffering repeated cycles of abuse.

**WE STAND FOR CHILDREN,
THEIR CHILDHOODS
AND THEIR FUTURES!**

These five values
guide our work



NEVER GIVE UP

Face challenges head on.



HAVE COURAGE

Push boundaries.
Think big.



EARN TRUST

Be honest. Always act
with integrity.



SHOW COMPASSION

Be kind and show
respect to all.



NURTURE TALENT

Encourage growth.
Enable others.



THE ROLE

CORPORATE AND PHILANTHROPY OFFICER

Department:	Fundraising and Marketing
Location:	All flexible working requests considered
Responsible to:	Corporate & Philanthropy Manager
Hours:	All flexible working requests considered
Contract:	Fixed term – 12 months
Salary:	Up to £30k depending on experience

JOB PURPOSE

To support the Corporate and Philanthropy Manager to enhance the long-term financial sustainability and growth of Railway Children by:

- Setting up and driving a new income stream for Philanthropy
- develop and enhance corporate partnerships supporter base and income.

Undertake thorough research and prospect into new fundraising opportunities, supporting the team to develop compelling cases for support and strong engagement from philanthropic donors, including corporate partnerships, foundations and high net worth donors.

KEY RESPONSIBILITIES

Relationship Development & Support

- Assist in identifying and cultivating relationships with high-net-worth individuals and corporate supporters.
- Support the development of strategic philanthropic and corporate giving opportunities.
- Help coordinate and deliver volunteering opportunities for corporate partners.
- Represent Railway Children at industry and fundraising events, including occasional evenings, overnight stays and weekends.

Prospecting & Pipeline Management

- Manage the prospecting process, ensuring new opportunities are accurately recorded and directed to the appropriate manager for review.
- Assist in maintaining a robust pipeline of prospective supporters across both philanthropy and corporate sectors.
- Conduct research and analyse trends to inform targeting and strategy.
- Keep up to date with relevant business news to identify and act on emerging opportunities.

Communications & Materials

- Support the creation of high-quality fundraising materials, including written communications, reports, propositions, and pitches tailored to individual and corporate relationships.
- Ensure donors and partners receive timely and appropriate communications, including regular impact reports that demonstrate the difference their support has made.

Engagement & Events

- Contribute to the planning and delivery of a calendar of engagement events and opportunities, which may include overseas trips.
- Support the coordination of events and activities that enhance supporter engagement and strengthen relationships.

Data & Reporting

- Maintain accurate and consistent records of supporter engagement.
- Provide in-depth analysis of corporate and philanthropic activity to support strategic decision-making.

General duties

- Uphold and work within Railway Children's policies and procedures.
- Conduct yourself in accordance with the rules of the Child and Adult Safeguarding Policy and Code of Conduct in your personal and professional life – which includes reporting suspicions of child abuse or any other breach of these policies.
- Actively promote and embody Railway Children's core values.
- Travel to Railway Children's field operations as and when required.
- Undertake any other duties, as appropriate to the post, as delegated by the line manager.

PERSON SPECIFICATION

Experience

- Experience of working in a fundraising team or business development
- Experience of working in a busy team across multiple projects
- Experience of undertaking research/prospecting
- Experience of working with data
- Experience of supporting the management of events

Knowledge and Skills

- Ability to build rapport and relationships with supporters at a range of levels and backgrounds.
- Strong communications skills.
- Excellent IT skills and fully competent on Microsoft Word, Excel and PowerPoint.
- 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.
- Results driven and a determination to succeed.
- An outstanding team player with the ability to work collaboratively.

Aptitude

- Demonstrable commitment to and the ability to uphold and promote Railway Children's core values.
- Understanding of the importance of an organisational Code of Conduct and Safeguarding policy.



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 in the UK, in 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.

Pension

We offer a pension contribution of 6% of annual salary.

Birthday leave

One additional day of annual leave within the month of your birthday.

'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 Christmastime.

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.



OUR PEOPLE PROMISE

All that we can achieve as an organisation is only possible because we have dedicated, skilled and courageous people. Their tenacity, passion and compassion create a culture that enables us to deliver incremental value beyond the resources we could ever have available to us. We know this, we witness it every day and therefore we strive to create an organisation that values them and their contribution.

As we set out to achieve life saving change for vulnerable children, we make our people a promise:



We will ensure diversity and inclusion, following transparent, fair and rigorous recruitment processes that attract and encourage applications from a diverse range of candidates.



We will support new people to fully settle into their new role and our organisation by providing a structured induction and integration programme.



We will work with our people to identify their career and development goals and facilitate opportunities for growth.



We will develop and implement a wide range of initiatives that ensure that our people are well-managed, supported, cared for and feel valued, listened to and included.



When people leave, we will listen and learn and seek leavers to be ambassadors for Railway Children.



STILL INTERESTED?

HOW TO APPLY...

To apply for this position, please complete the application form and return it to fundraisingjobs@railwaychildren.org.uk. Please include job title applied for in email subject. Please note that Railway Children will only accept applications made using this application form and will not accept CVs, academic certificates or covering letters.

Closing date: Friday 1st August 2025

At Railway Children, we are committed to the safeguarding and protection of all those who come into contact with us in our work. We follow a range of procedures to ensure that only those who are suitable to work with children and vulnerable people are recruited to work for us. This post is subject to a range of background and reference checks including criminal records check.

Due to the number of applications often received, only those to be invited for interview will be informed of the outcome of their application.

Applicants who have not heard within two weeks of the closing date should assume they have been unsuccessful.

THANK YOU.