



FDAMH

FALKIRK'S MENTAL HEALTH ASSOCIATION

Candidate Recruitment Pack

Senior Fundraising Manager

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FDAMH
FALKIRK'S MENTAL HEALTH ASSOCIATION

Welcome Note

Ian Dickson, CEO

Thank you for your interest in this exciting new role for FDAMH.

We have been on a journey of positive change in the past three years and have very ambitious plans, for the future. Our new Fundraising Manager will play a vital role in contributing to our financial sustainability, enabling the organisation to meet our goals.

Working closely with our in-house marketing team and myself, you will be provided with all the tools and support needed to be highly successful, with genuine opportunity for further development and progression, as the organisation grows.

FDAMH is determined to set the standard in our sector, and we focus heavily on colleague wellbeing and client satisfaction. We have an outstanding team of professional staff and volunteers who are driven by the common goal of delivering first class service to the community.

If you can demonstrate a strong track record of success, and have the ambition and passion to work hard, in a place where your contribution will be highly valued and rewarded, I would be delighted to hear from you!



Please feel free to contact me directly to arrange an informal, confidential conversation and find out more about the role. ian.dickson@fdamh.org.uk





Introduction to FDAMH

FDAMH plays a vital role in within the community in the recovery of thousands of people who are experiencing or have experienced mental ill health.

We are Falkirk's Mental Health Association, and we have been supporting the Falkirk and District community for over 40 years. FDAMH is well known and trusted within the local community and plays a vital role in the recovery of thousands of people who are experiencing or have experienced mental ill health. In the past 5 years alone, we have supported more than 15,000 people and delivered more than 50,000 client appointments.

Working within a culture of continuous improvement, we invest heavily in new technology, staff development and better ways of working. We currently have a dedicated team of around 70 people, both staff and volunteers.

Our partners include Scottish Government, Falkirk HSCP, NHS Forth Valley and a range of other independent funders. Additionally, we are grateful to receive both individual and company donations from the community to bolster our funds.



The Opportunity

We are seeking an ambitious and accomplished Fundraising Manager, with a track record of success, to develop and grow a diverse and sustainable income portfolio that enables us to expand our impact and reach across Forth Valley and beyond.

The successful candidate will be experienced, dynamic and proactive in raising the profile of FDAMH, with expertise working across a variety of fundraising platforms.

You will be able to demonstrate a proven track record in exceeding fundraising targets and securing donations and legacies from a diverse range of sources, alongside leading on fundraising growth, helping to support our organisational strategy.

You will contribute to the overall strategic direction of the charity and champion a culture of fundraising excellence and collaboration across the organisation.

Initially, your focus will be across the full scope of fundraising, creating an infrastructure and strategy while building external relationships for long-term success. You should be confident in, and able to demonstrate, your ability to increase donations and unrestricted income streams and ability to achieve year on year growth in fundraised income, achieving KPI's and strategic income targets.

Once established, you will have the opportunity to build the case for, and recruit, specialist roles to bolster community fundraising, events planning, individual giving, legacies and supporters.



Key Responsibilities

This is a new role for the organisation and the postholder will have the opportunity to help shape the strategic direction of fundraising within FDAMH.

What we're looking for:

Deliver long term, sustainable income through the development and delivery of a robust Fundraising Strategy.

Ensure that all activities are conducted in a highly professional, ethical manner, adhering to the appropriate legal and regulatory requirements and within FDAMHs policies and procedures.

Proactively seek and nurture new and existing relationships with key corporate partnerships and funding providers.

Work in collaboration with our Marketing Manager to ensure a cohesive approach to our internal and external engagement activity.

Develop a wide range of new fundraising opportunities by creatively building a diverse portfolio of unrestricted funding channels and events.

Act as an ambassador, positively representing FDAMH at a wide range of events.

Deliver consistently, achieving and exceeding a range of fundraising related KPIs.



Preferred Candidate Profile

Skills, Knowledge & Experience

- Role Relevant Professional Qualification(s) at Degree Level.
- Significant, demonstrable experience of working in a similar role within a charity or not for profit organisation.
- Proven track record of meeting or exceeding substantial income targets.
- Demonstrable success in securing high-value donations, grants and partnerships.
- Experience managing and developing teams.
- Ability to communicate clearly and persuasively in writing and verbally and confidently present to an audience.
- Understanding of current legislation and best practice guidelines in relation to all aspects of fundraising activities, including risk management and GDPR.
- Have an interest in and be willing to learn about all aspects relating to Mental Health and Wellbeing.
- Proficient in using a range of tools and applications, including Microsoft 365.

Personal Attributes

- Personal values compatible with FDAMH's Values.
- Ambitious, entrepreneurial and results driven.
- Ability to engage and effectively network with a range of people, including senior level partners.
- Ability to work autonomously and be self-motivated, within a supportive team dynamic.
- Flexibility in working hours and location to meet the demands of the role.
- Embrace continuous personal and professional development.
- Enjoy a challenge and take pride in your work.
- Resilient and a good sense of humour.



Remuneration Package

- ✓ £50,000 salary (reviewed annually)
- ✓ 35 Hour working week
- ✓ Hybrid & flexible working arrangements in line with role requirements
- ✓ Generous annual leave allowance
- ✓ Company pension
- ✓ Professional development opportunities
- ✓ Range of staff reward and wellbeing initiatives

Remuneration & How to Apply

Please download our application form

<https://fdamh.org.uk/about-us/work-with-us/> and contact us if you are unable to do so or have any questions.

Closing Date: Friday 31st of July at 12 noon

Find out what makes FDAMH a great place to work. Watch our [brand film](#) to meet our team, learn about our culture and see how we're making a positive impact every day.





FDAMH

FALKIRK'S MENTAL HEALTH ASSOCIATION

IT'S OKAY TO **ASK** FOR HELP

WE CAN ALL USE A LITTLE BIT OF HELP SOMETIMES.
WE ARE HERE FOR YOU WHEN YOU NEED US.

CLICK HERE



to find out more.

Call us on
01324 671 600

FDAMH (Falkirk's Mental Health Association)
Charity SC011889/Company SC151357