## Job Description and Person Specification

**Job title:** Fundraising Officer (Community and Corporate)

**Hours of work:** Full time (35 hours)

**Holidays:** 37 days, including public holidays (pro-rata)

**Location:** **Hybrid Working (remote and from our offices in Edinburgh or Glasgow)**

**Reports to:** Fundraising Manager

**Salary: Salary Band £28,731 - £33,304 per annum**

**Benefits:** Flexible working and TOIL Policy• Equipment provided for working from home (laptop, phone etc.) Opportunities for continuous learning and development • Enhanced sick pay • Enhanced Maternity Benefit • Death in Service benefits • Employer pension (3% employee/6% employer or 4% employee/7% employer) • Cycle to Work Scheme • Recognition agreement with UNISON

**Deadline:** 23:59 Thursday 31 July 2025

**Interviews:** Week commencing 11 August 2025

**About Waverley Care**

Scotland is on track to be one of the first countries in the world to achieve zero HIV transmissions, and Waverley Care will play an essential role in getting us there.

A positive HIV diagnosis still has the power to knock people off their feet and impact every part of their lives. People living with HIV still carry the burden of decades of discrimination and misinformation about HIV. HIV is treatable, but the stigma and shame surrounding HIV holds people back and makes it different to other life-long conditions. Stigma and the fear of an HIV diagnosis still prevents many people at risk getting a test and knowing their status.

Our vision is for a Scotland where anyone living with or at risk of HIV can expect to be treated with acceptance, support and respect.

Waverley Care is Scotland’s leading HIV and hepatitis C charity, and everything we do is guided by the experiences of the people we work with – this ranges from shaping the services we deliver through to how we influence national policy around sexual health and blood borne viruses. We are currently in the third year of an ambitious three-year strategic plan, with robust investments in digital transformation, communications, and policy. As part of this vision, we aim to significantly expand our fundraising efforts to strengthen support and prevention services across Scotland.

There is much work to be done, but as an organisation, we are driven to create lasting change for everyone in Scotland living with or at risk of HIV or hepatitis C.

You can find out more about the work we do at our website:

*•* [*www.waverleycare.org*](http://www.waverleycare.org/)

### About the post

We are looking for an engaging and ambitious Fundraising Officer to focus on increasing our income through working with communities and corporate partners across Scotland.

We have recently invested in growing our fundraising team to ensure we have the resources and capacity to deliver our targets and we are looking for a motivated individual who will thrive on the challenge of growth and expansion and step up with us.

This is an exciting time for fundraising at Waverley Care. In 2022, we embarked on a journey which will see us significantly increasing our unrestricted income over the next five years. This post will provide the expertise and development momentum needed to achieve this significant income growth in the community and corporate donors.

The post will work collaboratively within the team and be part of the management team for our fundraising activities during the Edinburgh Festival Fringe.

As a Fundraising Officer, you’ll work towards agreed fundraising plans and objectives to deliver a regular programme of fundraising activities. This is a really varied role and provides a fantastic opportunity to further develop the necessary skills for a career in fundraising. Full training to succeed in the role will be provided. Occasional evening and weekend work will be required.

### About the person

As the Fundraising Officer you will be working within a team to create, develop and nurture community relationships with volunteers, donors, partners, corporates and your local communities in order to maximise income. You will have demonstrable experience of meeting targets and KPIs, with proven success at fundraising. You’ll have a track record of managing and developing relationships with community donors and supporters and be committed to building good internal and external relationships. You’ll be self-motivated to achieve objectives and have at least one years’ experience of working in sales or fundraising.

You’ll be enthusiastic, reliable and adaptable; there will be a lot going on at once, so we’ll be looking for someone with excellent administrative, organisational and planning skills. You’ll be able to prioritise your workload and be able to work independently. You’ll work with our CRM System, Donorfy, to manage administration and reporting so you’ll be highly IT literate.

You’ll often be taking steps to achieve new fundraising support, so you’ll have experience of identifying, pitching and securing new support and strong presentation skills. You’ll have basic knowledge of fundraising as a professional discipline.

### Responsibilities and duties

### Supporter Care

* Act as the first friendly point of contact for email, telephone, face to face and social media supporter and fundraiser enquiries
* Welcome new donors and supporters to Waverley Care with personalised communications
* Thank supporters in a timely and courteous manner, including by post, email and telephone
* Build meaningful relationships with donors and fundraisers, and work with the fundraising team to provide consistently high standards of supporter care
* As volunteers are essential to our fundraising activities, you’ll identify when volunteer support is needed and work with the National Fundraising Manager and Fundraising Managers to create volunteer recruitment plans for community and events as well as corporates

### Corporate, Community and Events Fundraising

### Representation and Engagement

* Be an ambassador at events, supporting the delivery of Waverley Care’s vision and ensuring that the charity’s profile and reputation are upheld
* Create and attend fundraising events, including bucket shakes at venues, theatres and the Fringe

Relationship Building and Stewardship

* Develop and maintain professional relationships
* Build your relationships to maximise income generation and secure repeat support
* Co-ordinate and liaise with corporates to organise volunteer days for staff and develop ways with National Fundraising Manager to maximise income from these opportunities
* Build and maintain relationships with fundraisers across Scotland
* Work with the fundraising team to explore new opportunities in communities, schools, colleges and universities, venues, stores, bars and restaurants, and corporate organisations

Program Development and Supporter Recruitment

* Develop fundraising programs, recruiting supporters and volunteers, and encouraging support through promotional activities
* Work with the team to recruit new volunteers
* Contribute ideas to develop our calendar of events

Event Management and Logistics

* Manage the organisation of fundraising events through a range of administrative tasks
* Contribute to the evaluation of events and help to improve future activities
* Monitor fundraising materials stock levels, and distribute to new fundraisers and supporters
* Source prizes and promote prize draws, raffles and competitions

### Finance and Administration

* Accurately add and update supporter data in the charity’s CRM database (Donorfy)
* Work with the Fundraising Manager and Business Administrator to report and analyse data
* Work with the National Fundraising Manager to track and monitor income for community and corporates
* Count cash, monitor income into the bank and input donations and grants onto the database
* Process monthly Gift Aid claims with HMRC
* Liaise with Head of Corporate Services or our accountants Azets to provide financial data
* Lead relationships with office and events volunteers, arranging tasks as needed
* Undertake any other duties, which may be reasonably required to support Waverley Care’s fundraising

### Person Specification

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| --- | --- | --- |
| **Skills and Experience** | **Essential** | **Desirable** |
| Experience of administration or customer service | ✓ |  |
| Experience in fundraising or the charity sector | ✓ |  |
| Ability to work well as part of a team | ✓ |  |
| Excellent interpersonal skills | ✓ |  |
| Strong communication skills  | ✓ |  |
| Good organisational skills | ✓ |  |
| Strong presentation and networking skills  | ✓ |  |
| Experience of working in busy environments and managing a range of tasks | ✓ |  |
| Attention to detail and high levels of accuracy | ✓ |  |
| Ability and enthusiasm to learn new skills and information | ✓ |  |
| Excellent numeracy skills | ✓ |  |
| Good IT skills and working knowledge of Microsoft Office | ✓ |  |
| Experience of reporting and analysing data |  | ✓ |
| Membership of Institute of Fundraising |  | ✓ |
| Knowledge of current data protection regulations, including GDPR |  | ✓ |
| Knowledge of the fundraising sector in Scotland |  | ✓ |