



Fundraising Manager £35-38,000 depending on experience. Fixed term contract one year, extension based on success

ABOUT THE ROLE

A new role to enable our ambitious growth plans

Why me? have been successful over the last 12 years in raising the profile of Restorative Justice with policy makers and professionals. As the leading national voice supporting people affected by crime to access Restorative Justice, we have bold ambitions to scale up our work over the next three years. Our vision is for equal access to Restorative Justice for everyone affected by crime and conflict.

Between 2021-2024, we plan to double the size of our core programmes consisting of direct restorative service delivery and of beneficiary-informed policy and influencing work. We will continue to focus on the integration of Restorative Justice into criminal justice. There will also be an expansion of our activities to bring restorative approaches to other areas of conflict, such as neighbourhood disputes, the workplace and community situations.

This role is an exciting opportunity to be directly responsible for enabling this growth, building on our success so far and realising the potential of our strong brand and existing relationships. Our funders and partners to date have included leading foundations, law firms, livery companies, and individual donors.

You will report directly to the Director and, together with her, you will lead the development and delivery of our fundraising strategy.

This is a full-time role, or it could be less days (salary pro-rata) for the right candidate.

Please apply by sending your CV and Cover Letter (no more than two pages) outlining how you meet the person specification criteria to info@why-me.org

Responsibilities

Working closely with the Director, and receiving support from her where needed, you will:

1. Generate new funding and commercial partnership opportunities to secure five and six figure donations and grants in line with the organisation's strategic plan:

- Research and identify the right organisations and people to approach.
 - Make new connections with trusts, foundations and companies.
 - Represent the charity at high-level events, and identify opportunities to do so.
 - Organise events or experiences to support cultivation of sponsors or donors.
 - Design bespoke commercial partnership proposals.
 - Apply for grants from trusts and foundations.
 - Influence and negotiate to secure new partnerships and donations.
2. Oversee existing partnerships and donor relationships to maintain and grow long-term support.
- Steward relationships with partners and funders, keeping them engaged and feeling appreciated.
 - Project-manage partnerships, maintaining excellent communication.
 - Work with Project Managers to put together and submit high-quality and timely reports for trusts and foundations.
3. Help to develop the **Why me?’s** fundraising strategy, embed a culture of fundraising and drive a focus on growth across the organisation.
- Work with the Director to develop the fundraising strategy, an action plan and engage internal stakeholders and trustees to actively support fundraising for the organisation.
 - Ensure **Why me?** is compliant with General Data Protection Regulation (GDPR) and relevant Fundraising regulations.
 - Regularly update and report on philanthropy income pipeline and budget in line with progress to ensure the value and timing of planned income to the organisation is accurate.
 - Ensure accurate record-keeping and updates on the CRM system.
 - Support and develop the impact of the income generation group of trustees and supporters
4. Help to grow our profile.
- Working with the staff and volunteer team, ensure that our activities are effective in enabling donations and new partnerships
 - In liaison with the communications team, secure opportunities for **Why me?** to be represented at events and in influential conversations relevant to our work.

Skills, attributes and experience

- Experience of developing and implementing high value fundraising strategy
- Experience with growing an existing portfolio of trusts
- Experience with building a major donor programme
- Track record in high value fundraising (5-6 figures), including making successful face to face asks
- Experience of compiling and submitting successful applications to trusts and foundations, major donors, statutory bodies, or relevant comparable private sector experience
- Demonstrable interest in conflict resolution, criminal or restorative justice
- Excellent track record of relationship management

- Strong negotiation and influencing skills
- Experience of creating stewardship events or setting up development boards
- Knowledge of GDPR and other fundraising regulations in relation to high value fundraising
- Excellent communication skills including fluent written and spoken English.
- Excellent IT skills including proficiency in Microsoft Office Suite.

Why me? Transforming lives through Restorative Justice

Why me? is a national charity which campaigns for and delivers Restorative Justice. Restorative Justice empowers people affected by criminal and other harmful behaviour to communicate with the person responsible, through a face to face meeting or other indirect way where appropriate. This is facilitated by trained professionals who speak to both parties in advance to prepare them for the meeting. Restorative Justice can be used to address any crime or conflict, as long as both parties consent, and the facilitators do not identify any safety concerns. It is not used as a substitute for other measures, and can take place while people are serving time in prison.

Restorative Justice gives people who have been harmed the chance to talk about the impact of the incident and seek answers about why it happened. Victims of crime often feel excluded, confused and revictimised by the criminal justice process. Restorative Justice brings them back to the heart of the discussion and allows them to have their voices heard. It is also one of the most powerful ways of making people who have offended appreciate the consequences of their actions. This is why it has been shown to reduce repeat offending by 14%. Restorative practice can also be used for other harmful behaviour outside the criminal justice system, such as to address conflict in schools or in the workplace.

Why me? runs campaigns and research, lobbies the Government, and helps organisations which deliver Restorative Justice. We also run our own accredited Restorative Justice service. We were formed after Peter Woolf met Will Riley, someone who he had burgled and assaulted, in a Restorative Justice meeting in prison. This meeting transformed Will's recovery, and turned Peter away from a life of crime. Will set up **Why me?** with Peter's help, to enable other people affected by crime to experience the benefits of Restorative Justice.

Diversity and Inclusion

We are keen to encourage applications from a diverse range of people, and particularly welcome applicants who are ethnic minorities, have a disability, or are from the LGBT+ community. If you do not meet the specific criteria of the job but can demonstrate that you have the skills and experience to do well in this role, feel free to contact us on info@why-me.org to ask about sending in an application.