Corporate and Community Fundraiser (Maternity Cover)

Responsible to:	Fundraising Manager and CEO
Salary:	Up to £30,000 FTE depending on experience
Hours:	18 hours per week
Based:	Albury, Guildford, GU5 9BW (Homeworking and flexible hours will be considered, with a minimum of two days per week to be worked in the GASP office)

About GASP Motor Project

GASP Motor Project is a Surrey-based charity and Surrey County Council approved Alternative Provision provider. We support young people who are disengaged from education, at risk of becoming NEET, or facing barriers to learning due to social, emotional, behavioural or special educational needs.

Using motor vehicle engineering as a means of engagement, we provide practical, hands-on learning that helps young people build confidence, develop employability skills and achieve positive outcomes. Through our purpose-built workshop in the Surrey Hills and our fleet of mobile classrooms, we deliver services to students across Surrey, helping them re-engage with learning and realise their potential.

Purpose of the Role

GASP is seeking an ambitious and relationship-focused Fundraiser to develop and grow income from corporate and community sources.

The role will focus on building strong partnerships with businesses, community groups, schools, clubs, individual supporters and local networks across Surrey and beyond. The successful candidate will develop fundraising initiatives that not only generate income, but also increase awareness of GASP's work and create meaningful opportunities for businesses and communities to support vulnerable young people.

The role is ideally suited to someone who enjoys networking, relationship building and creating partnerships that deliver mutual benefit and lasting social impact.

Key Responsibilities

Corporate Partnerships

- Develop and implement a corporate fundraising strategy to increase income and engagement.
- Identify, cultivate and secure new corporate partnerships, sponsorships and donations.
- Develop compelling partnership packages tailored to business objectives and CSR priorities.
- Build relationships with decision-makers across local and regional businesses.
- Maximise opportunities for corporate volunteering, fundraising, in-kind support and employee engagement.
- Work with employers to create wider opportunities for students, including mentoring, workplace visits and employability support.
- Ensure excellent stewardship of corporate supporters to secure long-term relationships and repeat investment.

Community Fundraising

- Develop a programme of community fundraising activities across Surrey.
- Build relationships with schools, community groups, faith organisations, clubs and local associations.
- Recruit and support individual fundraisers undertaking challenges and events on behalf of GASP.
- Develop fundraising resources, toolkits and campaigns to empower supporters.
- Attend community events and networking opportunities to raise awareness of GASP and attract new supporters.
- Create opportunities for local communities to engage with and champion the charity's work.

Events and Engagement

- Lead the planning and delivery of fundraising and stewardship events.
- Develop opportunities to showcase the impact of GASP's work to supporters and prospective donors.
- Coordinate attendance at business networking events, exhibitions and community gatherings.
- Support the development of donor and supporter recognition initiatives.

Relationship Management

- Develop and maintain a pipeline of prospective supporters and partners.
- Manage supporter relationships through effective stewardship and communication.
- Work closely with the CEO, Trustees and volunteers to leverage networks and identify new opportunities.
- Act as a passionate ambassador for GASP, representing the charity professionally at external meetings and events.

Communications and Impact

- Work with colleagues to develop compelling fundraising stories, case studies and impact reports.
- Produce partnership proposals, presentations and supporter communications.
- Ensure supporters understand the difference their contribution makes to young people's lives.
- Promote fundraising campaigns through digital channels, newsletters and social media.

Monitoring and Reporting

- Maintain accurate records of fundraising activity and supporter engagement.
- Monitor income against targets and report on performance.
- Evaluate fundraising activity to identify trends, successes and opportunities for growth.
- Ensure compliance with fundraising regulations and GDPR requirements.

Person Specification

Essential

- Experience in corporate fundraising, sponsorship, business development, account management or partnership development.
- Experience engaging with community groups, supporters or volunteers.
- Strong networking and relationship-building skills.
- Excellent communication and presentation skills.
- Ability to influence and engage a wide range of stakeholders.
- Self-motivated with a proactive approach to generating opportunities.
- Strong organisational skills and the ability to manage multiple projects.
- Passion for supporting disadvantaged young people and improving life chances.

Desirable

- Experience within the charity sector.
- Knowledge of Surrey's business and community landscape.
- Experience organising fundraising events.
- Understanding of education, alternative provision, SEND or youth services.
- Experience using CRM systems.
- Full UK driving licence and access to a vehicle.

***GASP operates a safer recruitment policy, and all candidates must complete a GASP Application Form. CVs will not be considered*.**