The Poppy Factory

## Director of Fundraising

**Salary: Competitive**

**Location: London**

**Permanent, full-time**

An exciting opportunity has opened up at The Poppy Factory, the country’s leading employment charity for veterans with health conditions or impairments. The Poppy Factory works with businesses across the country to provide bespoke opportunities and ongoing employment support for hundreds of disabled veterans of all ages and from all Services, helping to restore financial independence through sustainable and rewarding work.

The factory in Richmond also employs around 30 disabled veterans and dependants to produce poppies and wreaths for the Royal Family and The Royal British Legion’s annual Poppy Appeal – something they have been doing since they were founded in 1922.

This is a hugely exciting time for The Poppy Factory as they are planning to grow substantially over the next few years and are searching for a creative and innovative thinker to develop, drive and deliver the fundraising strategy, accelerating the growth of fundraising across a diversified range of income streams in order to achieve substantial and long term, sustainable income.

## Job Description

* To advise the Chief Executive, Trustees and Senior Leadership Team on all aspects of the fundraising strategy and priorities.
* To develop, drive and implement the fundraising strategy in order to achieve identified income targets across the range of revenue streams, with particular focus on Military Charities, Corporates, Trusts, and Statutory Funding.
* To develop and manage a high performing fundraising team that consistently delivers income targets, providing support and guidance to fundraising staff in their production of high quality bids/funding proposals and reports.

## Person Specification

* Significant experience of developing and implementing fundraising strategies.
* A demonstrable track record of success in a broad based fundraising role and in business development.
* Leadership and staff management ability, with experience in developing high performance fundraising teams.
* A proven ability to build, manage and develop key stakeholder, client and donor relationships.
* Excellent oral and written communication and presentation skills, as well as the ability to “pitch” effectively for new business.
* We are ideally looking for someone with Fundraising experience gained within a leading charity, with empathy for the work of the Poppy Factory, high level analytical skills and strong leadership and motivational skills.

For further information and details on how to apply, please visit [www.berwickpartners.co.uk/64006](http://www.berwickpartners.co.uk/64006)

For an informal and confidential discussion, please speak with our advisors at Berwick Partners; **Christina Hargreaves** on **0207 529 1122** or **Will Pringle** on **0207 518 2635.**

**Closing date for applications: Friday 2nd February 2018**