



# JOB of the Week



**Job name:** Charity Fundraiser

**Job description:** Charity fundraisers organise events and activities to encourage people to donate to causes and organisations.

**Tasks you will undertake in the job:** As a Charity Fundraiser you'll:

- research, develop and plan fundraising ideas
- manage door-to-door and street collections
- recruit and train volunteers
- keep records and report on performance
- manage charity shops and online and mail order stores
- control budgets and meet targets
- give talks about your charity to the public
- write reports and press releases

**Essential skills you need to show:** To succeed as a Charity Fundraiser, the following personal skills and attributes would give you an advantage:

- customer service skills
- persistence and determination
- the ability to work well with others
- persuading skills
- excellent verbal communication skills
- sensitivity and understanding
- the ability to sell products and services
- administration skills
- to be able to use a computer and the main software packages competently

**This job in the future:** The workforce is projected to grow by 1%, creating 100 jobs; in the same period, 69.1% of the workforce is likely to retire, creating 30 300 job opportunities.

**Skills required for this job (core competencies):**

Communication	Resilience	Organisation	Teamwork
Problem Solving	Initiative	Creativity	Digital literacy

**Career Path and Progression for Charity Fundraisers:**

You could work towards a professional qualification from the Institute of Fundraising. With experience, you could move into charity management, become a charity director or a self-employed fundraising consultant.

**Salary:** Charity Fundraisers are typically paid a starting wage of £20 000, this increases with experience; experienced Charity Fundraisers can expect to earn approximately £36 000



**Working hours:** Working hours are usually around 37-39 hours per week (variable). It is likely that you will work during some evenings and weekends (attending events and appointments with donors to the charities you work to support)

## Qualifications to become a Charity Fundraiser:

You can get into this job through: a university course; an apprenticeship; working towards this role; volunteering; applying directly and specialist courses run by a professional body

**University:** You could do a degree subject relevant to working in fundraising, which may give you an advantage when applying for jobs, especially in corporate fundraising. Subjects include: Marketing; Media and communications; Public relations or Business studies. You could also do a university course in a subject like voluntary sector management or public service management. Some of the larger UK charities offer work experience, internships and graduate training schemes. You can find out more from organisations like Charityworks. Entry requirements: 2 to 3 A levels, or equivalent, for a degree

**College:** You could take a course at college to develop your customer service and telephone skills which are useful for this role. This may help you when applying for volunteer and junior fundraising roles. Courses include Level 2 or 3 Certificate in the Principles of Customer Service. Entry requirements: There are no set entry requirements for this route but it may help you to get in if you have: 2 or more GCSEs at grades 9 to 3 (A\* to D), or equivalent, for a level 2 course or 4 or 5 GCSEs at grades 9 to 4 (A\* to C), or equivalent, for a level 3 course

**Apprenticeship:** You could do a fundraiser advanced apprenticeship. This typically takes 18 months to complete as a mix of learning in the workplace and off-the-job study. Entry requirements: 5 GCSEs at grades 9 to 4 (A\* to C), or equivalent, including English and maths, for an advanced apprenticeship

**Work:** You could start out working for a charity in an admin or retail support role and move into fundraising once you've got more experience in the voluntary sector.

**Volunteering:** Volunteering is a good way to get experience in fundraising and the other sides of charity work. It's also a great way to start making contacts in the sector, which can lead to paid job opportunities. You can find out more about volunteering through: the National Council for Voluntary Organisations

**Direct Application:** You can apply directly to get into charity fundraising, if you've got relevant experience from other work, for example advertising, public relations, events, sales or finance.

**Other Routes:** You could do a specialist course like the Certificate or Diploma in Fundraising offered by the Institute of Fundraising. You'll normally need to be working in fundraising to do these.

[www.icould.com](http://www.icould.com)

[www.successatschool.org](http://www.successatschool.org)

[www.nationalcareers.service.gov.uk](http://www.nationalcareers.service.gov.uk)

[www.prospects.ac.uk/jobs-and-work-experience/job-sectors](http://www.prospects.ac.uk/jobs-and-work-experience/job-sectors)

[www.ucas.com/careers-advice](http://www.ucas.com/careers-advice)

[www.kudos/cascaid.co.uk/#/](http://www.kudos/cascaid.co.uk/#/) (you all have a log on for this service)

[www.careersbox.co.uk](http://www.careersbox.co.uk) (careers videos)



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<http://airhead.io/public/launchpads/XqbuOMJgb0OfqvMPCykZA>

