



Head of Individual Giving

This is no ordinary fundraising job! We wanted to call this position 'Head of Minor Gifts', but we worried it wouldn't hit your radar during your job search.

At One World Together we're turning the tables on traditional systems of finance for global development to get more funds, on better terms, directly to communities in the UK and globally. We've designed a new, affordable and citizen-powered model of philanthropy that dreams of (and is realising!) a community-centred future driven by passionate and committed Global Citizens.

The Role

One year into our journey we are excited to recruit our first Head of Individual Giving. Your main mission, should you choose to accept it, is to work with us in building our growing One World Together community into the financially sustainable organisation we seek to be. We need a strong community-builder with the skills and drive to take our model of citizen-powered solidarity nationwide!

We believe in community. In supporting community organisations with long-term, predictable and unrestricted funding *and* in the power of our own community as the best vehicle for delivering this.

We are seeking an experienced, part-time Head of Individual Giving to help build our small but growing movement into a thriving community moving towards financial sustainability. Alongside building a successful movement for Global Citizenship, you will foster long-term supporters through deepening our Global Citizens' and donor journeys. You will support our income-generation through organising fundraising events and activities, spotting potential philanthropic and business partnerships and helping to build our long-term strategies for achieving organisational sustainability.

The post is one year in the first instance, with the hope that a successful campaign will secure the position into the future.

Role Title:	Head of Individual Giving
Team:	Community Engagement Team
Responsible to:	Operations Manager
Rate:	Salaried £28,000–£31,000 per annum (depending on experience)
Hours:	This is a part-time role for 20 hours per week (0.5 FTE) with flexible working days. Our core hours are 10.00 to 16.00
Location:	This is a fully remote role. You may be asked to travel to Manchester or other locations for key events, in which case travel will be reimbursed.
Start Date:	ASAP
Application Deadline:	31st October 2024
Interviews:	Interviews will be conducted remotely through zoom on Monday and Tuesday the 18th & 19th of November

About One World Together

One World Together C.I.C. is pioneering an innovative approach to the traditional charitable funding system. Since launching in June 2023, we've attracted Global Citizens from 22 countries and doubled our Solidarity Fund support to our partners. Here are two key aspects to our dual funding model, designed to prioritise *affordability* and *radical transparency* for our members.

Firstly, our **membership-based model** underpins the One World Together movement. Global Citizens sign up to an annual membership from as little as £5/year. This represents their support for our movement and our core income that covers operational costs. To amplify engagement with our movement, Global Citizens have the opportunity to build strong relationships within our network through our Community Space, a digital knowledge-sharing platform.

Secondly, our Global Citizens show their solidarity for our community partners by signing up for an affordable **monthly donation to our Solidarity Fund** from as little as £1.25/month. One World Together pools these mighty micro-donations and

gives every penny to our partners to spend with complete flexibility. Communities themselves are the best placed to identify and challenge issues arising in their areas. That is why One World Together funds organisations - not projects - knowing that they are the best placed to design and implement solutions. Our partners in Kenya, the UK and Zambia are already using these funds to respond to crises, deepen their impact, and invest in new community priorities. Our 2024 Annual Report will give you a glimpse into how powerful this model is!

Role Description:

We are excited to grow our Global Citizenship membership and Solidarity Funds through nation-wide community building – *can you help us do this?*

We are looking for someone who shares our values of trust, solidarity and equity, who is proactive and imaginative in their approach to fundraising. One who is passionate about a fairer system and who is ready to nurture a new community-centred movement founded on the power of microdonations at scale.

This role will be our first dedicated fundraising position at One World Together. As the Head of Individual Giving you will be responsible for:

- Designing a nation-wide community building strategy to grow our Global Citizens membership and Solidarity Fund;
- Deepening our Global Citizen donor journey and building long-term relationships with our members and other supporters;
- Organising One World Together virtual, in-person and/or hybrid events;
- Supporting the development of our ongoing 'business for good' campaign and working with the broader team to pursue other forms of fundraising as they arise;
- Managing a community-building and fundraising budget.

We are a purpose- and values-driven organisation and are looking forward to meeting our perfect match in these areas. We want all interested candidates to know that we are not a target-driven organisation or one driven by the desire for endless growth. We have thoughtfully designed a model that 'builds in' financial sustainability and organisational stability, but recognise that we need to invest in a national community building initiative to reach those goals and our future community-centred impact potential.

You'll work closely with the following dream team:

Skyler Colarusso, our **Operations Manager**, ensures the smooth execution of One World Together's daily operations coordinating team efforts and bridging strategic plans with day-to-day functions to meet our goals efficiently.

Nicola Banks and Chibwe Masabo Henry, our **co-Founders and Chief Stewards** who guide One World Together's strategic direction and are deeply involved in our operations, albeit on a voluntary basis.

Bridie McGough and Shep Riley, who are leading on our 'Business for Good' campaign and building a thriving online community on Circle.

Our **Youth Board** and **Students' Union Society** through whom we are cultivating a new generation of supporters of global development committed to putting communities first. In this role you'll collaborate closely with these groups to develop strategies for engaging young people and fostering their commitment to Global Citizenship.

The Values, Skills, and Experience We're Looking For

- 2+ years experience in leading, designing and implementing local or national fundraising community building strategies and demonstrable understanding of their reach and/or impacts;
- An understanding of and experience in developing long-term supporter commitment through regular giving and partnerships with donors;
- A strong experience of managing fundraising campaigns through different social media platforms and digital marketing strategies;
- An understanding of how to reach different segments of the population with fundraising messaging, including young people;
- Experience with CRM software (we use Beacon) and Mailchimp for managing campaigns and donor communications;
- Project-management experience, including planning and budget management;
- A strong commitment to our values of trust, solidarity and equity – and an understanding of why these are so important in a fairer funding system;
- Exhibits a motivation for innovation, action and a belief in a better world – and the role of collective action in achieving this;
- Action-oriented, can thrive independently but also enjoys inspiring, coordinating and working with other team members;
- Adaptable and willing to learn in a dynamic environment, as this is a new role in a young organisation that may require flexibility and creative problem-solving.

Desired skills and experience

We don't expect you to have all the skills and experience on this list. Plus, we want you to learn new skills in this role. If you are on the fence, please err on the side of applying.

- Relevant qualification in fundraising
- Knowledge of global development and the funding challenges in the sector.
- Experience with community engagement, fundraising, engaging with major donors, and grant writing.
- Brilliant people skills honed through experience working in hospitality, retail, finance, HR, or logistics.
- A willingness to travel, within and outside the UK. We are looking to grow our UK community of Global Citizens in the first instance, so we'd prefer you were UK-based.

Why we think this is an amazing role for YOU!

- Unique opportunity to accelerate your career in a transformative fundraising role, observing your social impact day-to-day.
- You'll be joining a smart and dedicated team making progress on some of the most pressing funding questions worldwide in building global solidarity, strengthening community impacts and making positive change (see [One World Together](#)).
- You'll not only be part of a global innovation making positive social change happen, but you'll also play a key role in our dream of creating a community-centred future and a new community of Global Citizens.
- You'll have the unique opportunity to help shape OWT's fundraising strategy and practices from the ground up, allowing you to make significant impact and innovate in the field of community-driven philanthropy.
- You'll be part of a team rooted in values over growth, getting the organisational foundations right for an equitable future.
- You'll be a crucial part of building our community across a growing network of Global Citizens, supporters, and our incredible partners in Kenya, the UK and Zambia.
- You'll work for a team that lives its values! We take a trust-based approach to working arrangements, allowing you to set your own working hours and work remotely from your own location.
- Generous training budget (£1,000) with flexibility to choose the right skills development for you in this role.

- Be part of our internal growth plans and our future fundraising strategy development. As OWT expands there may be opportunities for professional growth and advancement within the organisation.
- You'll be part of deep-rooted social change that is already having huge impacts for our community partners - what's not to like!?

How to apply

Applicants are invited to submit:

- A CV (1-2 pages **in word.docx** to facilitate easy anonymisation)
- Contact details for **two professional references** who can speak to your skills and experience related to this role. We will only contact your references after making an offer.
- Answers to each of the three following questions (with a **maximum of 250 words** for each question):
 1. At One World Together, we believe in building relationships rooted in trust and solidarity. Can you share an example of how you've built trust within a team or community and how that helped drive long-term success or impact?
 2. As a future Global Citizen with us, how would you approach building our community of individual supporters and inspiring them to contribute regularly to our Solidarity Fund? Can you share strategies you've used to build sustainable, long-term donor relationships that align with a movement like ours?
 3. If you had a 60-second elevator ride with one of our community partners, how would you explain why you want to work for One World Together and what excites you the most about this role?

Apply by submitting the [Head of Individual Giving application form linked here](#). Please complete the application form by **Thursday 31st October**. Applications will be reviewed on a rolling basis.

Selected applicants will be invited to attend an interview on the **18th or 19th November** with the Operations Manager and Co-founders of OWT. We expect this to take no longer than an hour in total and will be happy to send interview questions in advance.

OWT is committed to building a diverse, inclusive, and supportive workplace that reflects our values of trust, solidarity and equity. We strongly encourage candidates of all backgrounds, identities and experiences to apply. We're

dedicated to building a supportive community where everyone feels happy, valued and can do their best work.

To support this commitment we use anonymised CVs in our shortlisting process and are happy to make reasonable adjustments and are happy to make reasonable adjustments for applicants with disabilities. Please let us know if there are any adjustments we can make to the application process to support your application.