

TRANSFORM YOUNG LIVES



Job Role:

Head of Fundraising -
Lancashire



Salary: £40,000 -
£52,000



Reporting to: Chorley
Youth Zone. (base working
from Blackburn & Preston
Youth Zone will be
required)



Hours: 37.5hrs pw



GREATER 
LANCASHIRE
YOUTH ZONES

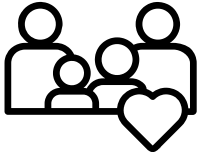
INSPIRE
An OnSide youth Zone

VAULT
An OnSide youth Zone

BLACKBURN & DARWEN
YOUTH ZONE
An OnSide youth Zone



3% PENSION CONTRIBUTION



ENHANCED MATERNITY,
PATERNITY AND ADOPTION
LEAVE



33 DAYS LEAVE PRO RATA
(INCLUSIVE OF BANK HOLS)



TRAINING AND DEVELOPMENT
OPPORTUNITIES



BIRTHDAY LEAVE



OPPORTUNITY FOR
HYBRID/FLEXIBLE WORKING

Working with young people aged 8-19 (25 with additional needs), Youth Zones transform lives, helping them be the best they can be.

From the global pandemic to the cost of living crisis, Youth Zones are there for young people when they need us most and adapt to their ever-changing needs.

Open 7 days a week when schools are shut, at their most basic, Youth Zones provide **somewhere to go, something to do, and someone to talk to.** Their 'see it to believe it' facilities give young people access to a range of activities, open doors to a world of opportunities, and provide the perfect space to develop new relationships with both peers and positive role models.

Through the doors you'll find; a 3G pitch, gym, sports hall, climbing wall, dance studio, music room and much more.

Youth Zones aren't just a place to go, they're a place to grow. And that's as much about young people as it is staff teams.

There's so many perks to coming onboard...!

Our Culture



Committed



Supported



Ambitious



Present



Inspirational



CONTEXT OF THE ROLE

The Head of Fundraising for Lancashire Youth Zones is a vital role in a dynamic and growing network of youth services across the region. This position plays a key part in ensuring the continued success and sustainability of three independent Youth Zones, which are crucial to the well-being and development of young people in Lancashire. Each of the three Youth Zones—Blackburn, Chorley, and Preston—provides essential youth services and acts as a safe, supportive environment for young people in their respective communities.

- **Blackburn Youth Zone** has been serving the Blackburn with Darwen community for over 10 years, consistently delivering high-quality youth services and becoming an integral part of the local landscape.
- **Inspire Youth Zone**, Chorley, established seven years ago, has quickly become a central hub for youth engagement, providing opportunities for young people to build skills, confidence, and aspirations.
- **Preston Youth Zone**, due to open in 2025, will expand services across the region, ensuring that even more young people in Lancashire have access to critical support and opportunities.

Each Youth Zone operates as an independent charity, with an annual fundraising target of over £1.4 million to maintain and expand their impact. The funding for this role, generously provided by The OnSide Foundation, is intended to transform the approach to fundraising across the three Youth Zones. It ensures a coordinated, collaborative effort to strengthen relationships with existing supporters, while also identifying and securing new funding streams and strategic partnerships.

As a part of the OnSide Network, the Head of Fundraising will benefit from an established network of support and expertise, enabling a collaborative approach to fundraising and resource-sharing. This role is integral to the future success of Lancashire Youth Zones, directly impacting their ability to deliver essential youth services and expand their reach.

The Head of Fundraising will be tasked with developing innovative strategies to diversify income, establish new partnerships, and forge sustainable funding relationships. This role presents an exciting opportunity to reshape the future of youth services across Lancashire, ensuring that young people continue to receive the support they need to thrive. Through strategic fundraising, corporate partnerships, and aligning with organisations' ESG and CSR goals, this role will elevate the visibility and impact of the Youth Zones in the region and beyond.

THE ROLE

The Head of Fundraising will work across the three Lancashire Youth Zones to develop and implement innovative fundraising strategies, collaborating closely with each Youth Zone's fundraising teams to enhance existing efforts and diversify funding sources.

Key responsibilities include:

- Diversifying income through philanthropic gifts, corporate partnerships, and grants & trusts, ensuring long-term financial sustainability for each Youth Zone.
- Developing and securing regional and national partnerships that can support all three Youth Zones.
- Cultivating corporate sponsorship opportunities that align with businesses' strategic interests and ESG/CSR priorities
- Assisting local and national businesses in fulfilling their Environmental, Social, and Governance (ESG) and Corporate Social Responsibility (CSR) obligations
- Innovating new ways of generating income through large-scale campaigns and partnerships.

This is an exciting opportunity to shape the future of fundraising for these Youth Zones and make a direct impact on young people's lives across Lancashire.

KEY OBJECTIVES

- Year 1 Target: Secure £100,000 in diversified income through philanthropic gifts, corporate partnerships, and grants & trusts.
- Drive the diversification of funding sources for each Youth Zone.
- Establish long-term, sustainable funding relationships with key stakeholders.
- Ensure alignment of fundraising efforts with the strategic goals of Lancashire Youth Zones.
- Help achieve the £1.4 million annual fundraising target for each Youth Zone, with an emphasis on collaborative, regional, and national partnerships.

KEY RESPONSIBILITIES

Achieve Fundraising Targets

- Develop and implement a fundraising strategy to meet a Year 1 target of £100,000, securing major gifts, corporate sponsorships, and partnerships to support the Youth Zones.

Identify and Cultivate Donors

- Research and identify potential individual and corporate donors. Build strong relationships with key donors to secure financial commitments.

Develop Case for Support

- Create and communicate a compelling case for supporting the Youth Zones, highlighting the impact of donations.

Project Management

- Lead and manage fundraising projects, campaigns, and initiatives. Ensure that timelines and goals are met, and track the progress of various fundraising activities to ensure successful delivery.

Manage Donor Relationships

- Work with Senior Fundraisers, CEOs, and boards to build lasting relationships with funders. Leverage existing connections with the Lancashire Project Development Board.

Steward Major Donors

- Develop and implement plans to engage and retain major donors with personalised communication and regular updates.

CRM and Data Management

- Record donor information and donations in the CRM (Salesforce), using it to manage relationships and inform future strategies.

Organise Fundraising Events

- Plan and participate in fundraising events to engage donors and strengthen relationships.

Ensure Compliance and Reporting

- Accurately record, acknowledge, and bank donations, providing regular performance updates.

Collaborate with Fundraising Teams

- Work closely with fundraising teams across all three Youth Zones to align strategies and maximise fundraising opportunities.

Support Strategic Partnership Development

- Identify and develop regional and national partnerships to support all three Youth Zones, aligning with corporate interests and priorities.

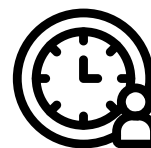


THE ESSENTIALS

- Proven **experience and a track record of securing five-figure gifts or strong transferable skills**, including, but not limited to, business development, senior account management or sales
- Experience of **developing a new pipeline of prospects** and being pro-active in successfully converting these to achieve targets
- Experience of **delivering effective and practical engagement and cultivation strategies** for major donors/clients
- Experience of **successful negotiation at senior level** with a wide range of individuals to drive your success
- An understanding of what motivates people to give and an **ability to tailor communications & 'asks'** effectively
- Strong and persuasive **written and communication skills** with the ability to listen
- Resilient and resourceful with the **ability to work pro-actively and independently** whilst comfortable and adaptable to change
- Ability to **communicate with and enthuse a wide variety of people** in an approachable, professional manner
- Strong **teamwork and collaborative skills**
- Excellent **organisational skills and an ability to managing priorities** to ensure strategic goals are met
- Proficient in MS office and **the ability to utilise databases** (salesforce) ensuring timely data recording
- **Ability to make presentations at board level** and to other senior professionals or large audiences
- **Ability to work flexibly**, including some evening and weekend work
- Ability to understand the importance of, and **implement due diligence processes** in relation to role.



**POSITIVE AND
ENTHUSIASTIC**



**PUNCTUAL
& RELIABLE**



**BELIEF IN
YOUNG PEOPLE**



**ENHANCED DBS
CLEARANCE**



**BE A POSITIVE ROLE
MODEL TO YOUNG
PEOPLE**

THE OTHER STUFF



DEALT WITH 333
CAUSE FOR
CONCERNS

- You will be required to work 37.5 hours per week for this role and can be based at either Inspire (Chorley) or Blackburn Youth Zone
- To apply, send your **CV and cover letter** to janine.blythe@inspireyouthzone.org
- Deadline for this application is 30th April 2025



OVER 40,000
VISITS FROM
YOUNG PEOPLE



DELIVERED
2,271
SESSIONS



PROVIDED
8,205
FREE MEALS

