



**WaterHarvest**  
MAKING EVERY DROP COUNT

# Fundraising Manager



**We are a lifeline for last mile communities.**

**For almost 40 years we've harvested rainwater to improve health, reduce poverty, build climate change resilience and free girls from water procurement to attend school.**

**To date we've worked in over 2,000 villages helping 2.3 million people.**

## Our Programmes

We harvested rainwater in remote villages in India for almost 40 years. In recent years we set up a sister organisation (*the Water Wisdom Foundation*) to continue our work in India, as we transition our focus to Africa. We have always funded and worked with local partners that have strong community links, to help rural communities secure a sustainable source of clean drinking water.

### Uganda

Schoolchildren in rural Uganda spend hours fetching water from unsafe sources up to 2 km away. This affects their studies and water borne disease is widespread. A high proportion of girls also drop out of school when they begin menstruating.

- In Uganda we are building 107 roof rainwater harvesting tanks in 22 schools in the Masaka District, providing much needed water to over 10,000 pupils and staff.
- By mid-November 2024 we had built 77 tanks at fourteen schools.
- In August 2024, we shared interviews with teachers and pupils from *Nakateete Baptist Primary School* to find out more about the impacts of our rainwater harvesting tanks – watch this short film to the right.



### Ghana

In the remote regions of Ghana where our partner *Saha Global* works, year-round steams are scarce and ground water is often inaccessible. As a result, communities fetch water from dugouts that collect rainwater but in recent years these have been drying out for several months at a time due to climate change.

- Work completed on our pilot dugout project in August 2024 - find out more via our video update to the right.
- In January 2025 we started work on our next dugout at the Tacpuli community located in the North-East Gonja District.





# About the role

- ⇒ **Reporting to:** CEO
- ⇒ **Line Management:** None
- ⇒ **Salary:** £22,800 pro-rata (£38,000 FTE)
- ⇒ **Type:** Part time, three days per week (Monday and Tuesday plus Wednesday or Thursday)
- ⇒ **Hours per week:** 21hrs
- ⇒ **Format:** Remote home-based
- ⇒ **Location:** living in/near to London



## Overview

Thank you for your interest in this new role. WaterHarvest has a small UK team of three part-time home-based staff – *CEO, Operations Manager and Fundraising Manager* (largely focusing on Trusts & Foundations). In Uganda we employ a local engineer to support delivery of our programme, liaising with our local partner (MADLACC) and a regional building contractor team.

Our new CEO joined in March 2024 and has led the development of a new three-year strategy focusing on the expansion of our existing programmes in Africa - income growth is vital to support this aim.

This new role will be responsible for generating an increase in WaterHarvest's income from fundraising channels largely not explored by the existing team. You would work closely with the CEO but would need to be comfortable being highly autonomous and self-sufficient.

This role is remotely based but it important you live in/near London to meet with the CEO and funders.

## Key Responsibilities

- Research & develop new opportunities, relationships and activities to drive significant new income streams for the charity to generate at least £75,000 incremental income per annum by the end of the second year in post.
- Develop annual plans for the following channels:
  - corporates
  - individuals
  - community/events
  - major donors
  - legacies
- Develop excellent relationships with funders, including the production of engaging written updates, impact reporting, and regular communications in line with expectations.
- Take the lead on developing our new supporter appeal in 2025, to generate income in the run up to our 40<sup>th</sup> Anniversary in 2027.
- Provide source content as needed by other team members (to be featured within our social media, e-newsletter & annual report etc), to inspire/engage new and existing supporters.

*You may be requested to undertake other reasonable duties and responsibilities relevant to the nature, level and scope of the post as advised by the CEO.*

# About you

The table below details the minimum knowledge, skills and experience required to carry out this role.

These elements will be used for shortlisting candidates and to identify areas to explore during interview.



|                                       |   |   |
|---------------------------------------|---|---|
| <p><b>Experience</b></p>              | <ul style="list-style-type: none"> <li>● At least five years' experience in a dedicated fundraising charity role/s.</li> <li>● Proven track record of directly raising at least £75,000 income pa.</li> <li>● Skilled in raising funds for overseas programmes.</li> <li>● Directly delivered high quality supporter care and stewardship.</li> <li>● Demonstrable budget management experience.</li> <li>● Excellent relationship skills, even in a virtual environment.</li> <li>● Used to working within the parameters of a small charity.</li> <li>● Experience of working part time.</li> <li>● Raising funds for and liaising with programme teams in Africa.</li> <li>● Working remotely at home on a daily basis.</li> </ul> | <p><b>ESSENTIAL</b></p> <p><b>DESIRABLE</b></p> |
| <p><b>Knowledge</b></p>               | <ul style="list-style-type: none"> <li>● Demonstrable success and in-depth knowledge of <u>at least three</u> of the following fundraising channels: <ul style="list-style-type: none"> <li>○ corporates</li> <li>○ individuals</li> <li>○ community/events</li> <li>○ major donors</li> <li>○ legacy fundraising</li> </ul> </li> <li>● Strong digital/virtual fundraising expertise.</li> <li>● Understanding of the Charities Act, Fundraising Code of Practice, Data Protection Act and other relevant legislation and guidance.</li> <li>● Comfortable using CRM systems (we use Donorfy).</li> </ul>  | <p><b>ESSENTIAL</b></p>                         |
| <p><b>Skills &amp; attributes</b></p> | <ul style="list-style-type: none"> <li>● Self-motivated with a high level of self-discipline.</li> <li>● Focus on achieving measurable results &amp; meeting/exceeding targets.</li> <li>● Committed to on-going personal development.</li> <li>● Self-servicing and highly competent in the use of MS Office.</li> <li>● Living in/near to London to meet with CEO and funders.</li> </ul>   | <p><b>ESSENTIAL</b></p>                         |



## What we offer

- **Salary:** £22,800 pro-rata (£38,000 FTE)
- **Part time role:** three days per week (Monday and Tuesday plus Wednesday or Thursday)
- **Hours:** 21 hours per week
- **Training:** access to external training courses
- **Annual leave:** 16 days pro rata per annum (27 days FTE), plus Bank Holidays
- **Pension:** 3% employer contribution and 4% employee contribution
- **Wellness:** Annual *Headspace* membership
- **Location:** remote home-based (living in/near to London)
- **Contract:** Permanent

## How to apply

We are a small but very impactful charity that has been focussed on harvesting rainwater in remote communities for almost 40 years. We are looking for someone special to join our team, who can appreciate our significant legacy and help us move forward to support delivery of our new strategy.

This role offers an opportunity to make a real difference in a range of areas such as improving health, reducing poverty, building climate change resilience and increasing the attendance of girls at school.

To apply, please submit your CV and a short a cover letter outlining how your meet the requirements detailed in the Person Specification **via the role advert at LinkedIn or [www.charityjob.co.uk](http://www.charityjob.co.uk)**, thank you.

[www.water-harvest.org](http://www.water-harvest.org)



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