



## Growing Points Ambition and Action!

### Role Description for Development Director

<b>Overview</b>	<p>Growing Points is a small ambitious and well-regarded charity working largely in the North of England and has a national offer comprising three work programmes to improve social mobility. We work with organisations such as the City of Sanctuary to identify people from excluded communities who have ambition and talent and refer them to us. We appoint volunteer Guardians to work with these customers using our professional networks to open doors for them so that they can achieve their ambitions. Our three programmes comprise:</p> <ul style="list-style-type: none"> <li>* Growing Points one -to- one support for customers to achieve their social mobility</li> <li>* Hidden Talents project where we work with NHS Trusts to offer paid apprenticeships at the end of which customers gain a diploma and employment</li> <li>* Flourishing Families where we provide support for low income families who want to lift themselves out of poverty.</li> </ul>
<b>Role</b>	<p>Taking a view across all current communities and programmes across the UK the development director will develop and implement a strategy for identifying and obtaining the resources required for future sustainability and successful growth; this will include fundraising; writing bids; and identifying opportunities for sponsorship together with raising the profile of the charity through the successful use of social media.</p> <p>The Development Director will be a key member of the senior management team and report to the Chair.</p>
<b>Tasks</b>	<ul style="list-style-type: none"> <li>• Build intelligence about what Growing Points communities need to thrive and develop</li> <li>• Identify local and national funding opportunities and sponsorship for Growing Points</li> <li>• Write bids to obtain funding</li> <li>• Raise the Charity's profile on social media to support fundraising and to identify new and improved partnerships locally and nationally</li> <li>• Work as part of the Senior Management Team on strategy and future development</li> </ul>
<b>Skills</b>	<ul style="list-style-type: none"> <li>• Excellent written and verbal communication</li> <li>• Excellent IT and social media skills</li> <li>• Proven track record of Fundraising</li> <li>• Self starter</li> <li>• Demonstrable track record of delivering results through relationship management</li> </ul>



## Growing Points Ambition and Action!

<b>Outcome</b>	<ul style="list-style-type: none"><li>• Improved social mobility for our customers and excellent feedback on our services</li><li>• New and longer term funding sources for existing services and future sustainability – both local and national sources</li><li>• Significant presence on social media with raised profile</li></ul>
	<ul style="list-style-type: none"><li>• Honorarium of up to £10k per annum (including expenses) for two days a week for a minimum of two years. Working from home.</li></ul>