



Head of Income Generation

Job Description & Application Pack

Christian Jobs
Work With Purpose

Care for Children
 A world of children in families

The Charity

Care for Children's vision is to see 'a world of children in families'.

We develop strategic partnerships with governments to help create a positive alternative to institutional care through local family-based care.

Care for Children has been operating in China since 1998, helping a generation of disadvantaged children to be placed into good, local families.

To support Care for Children's new vision statement to see 'a world of children in families', a new global strategy is being formed to ensure every country can access the support required to implement a family-based care system for disadvantaged children.

With this exciting opportunity comes new operational challenges, but our unique vision and mission drives us forward.



Robert Glover
Founder and Executive Director Care for Children

"Care for Children's team is on the cutting edge as we lay the foundations for projects that seek to positively and permanently change child welfare systems in South East Asia and the rest of the world, in favour of family-based care in the community for disadvantaged children. Change is often challenging. Our pioneering projects have a big vision and will require both passion and perseverance from everyone in the team, but the results will ensure that thousands of the most vulnerable children in the world will have the opportunity to grow up in a secure and loving family environment."

Job Overview

Job Title: Head of Income Generation

Salary: £50,000 - £70,000

Hours: Full Time

Location: Norwich, UK

Reporting To: Executive Director

We are seeking a passionate and results-driven executive to join our team in the UK office. As our Head of Income Generation you will cultivate new relationships with donors and fundraising streams, securing financial support to enable us to continue our vital work of placing orphans into loving families.

The ideal candidate will have a proven track record of success in major gift fundraising, strong relationship-building skills, excellent communication and organizational skills, and a deep commitment to Care for Children's mission. Responsibilities include:

Donor Cultivation

Develop and maintain relationships with individual donors, corporations, foundations, and other potential sources of funding.

Donor Stewardship

Implement strategies for donor stewardship, including regular communication, acknowledgment, and recognition of donors to ensure ongoing support and engagement.

Networking

Represent Care for Children at networking events, conferences, and meetings to expand our donor base and build partnerships with potential supporters.

Collaboration

Work in collaboration with the global fundraising team and other departments within the organization to align fundraising efforts with overall strategic goals and objectives.

The role includes potential extensive travel.

Person Specification

Qualifications & Experience	Essential	Desirable
Relevant degree and/or significant training in Fundraising, Partnerships, Supporter Relations, Marketing or related field	✓	
Proven Experience and track record in gaining income through relational fundraising	✓	
Experience in Fundraising from Major Donors	✓	
Experience in Fundraising from Christian sources	✓	
Experience in Fundraising from international sources	✓	
Experience in developing and implementing fundraising strategies		✓
Experience in building relationships with High Net Worth Individuals	✓	
Familiarity with donor management systems and tracking software	✓	
Experience in overseeing a team of fundraising professionals		✓

Skills & Knowledge	Essential	Desirable
Outstanding interpersonal and networking skills	✓	
Ability to build relationships with everyone from a large variety of cultures, backgrounds and levels of seniority	✓	
Financial astuteness, including experience with budgeting, forecasting, and reporting fundraising income	✓	

Person Specification

Attributes & Faith	Essential	Desirable
Comfortable speaking and presenting to large groups	✓	
Willing and able to speak about the cause without much notice	✓	
A seeker who is able to recognise and take advantage of opportunities to speak about Care for Children	✓	
Willing to travel and embrace different cultures	✓	
Committed follower of Jesus who is has a faith-filled desire to see Children placed into families	✓	



Applications

Applicants should enclose a completed Candidate Bio Details Form (attached to the advert) alongside an up-to-date CV.

Applications should be forwarded to: applications@christianjobs.co.uk

All applicants will receive a response within 2 working days.

Please note that we can only consider applications from candidates who have the legal right to work in the UK.



Joe Santry - Christian Jobs, Business Manager

"The impact and scope of Care for Children is unlike any other small charity I've worked with. They are able to implement huge international projects alongside national governments because of their incredible expertise and insight. The Head of Income Generation will play a massive part in shaping the direction of the organisation, continuing existing relationships and strategically building new ones."

To learn more about this role, contact joe.santry@christianjobs.co.uk

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