



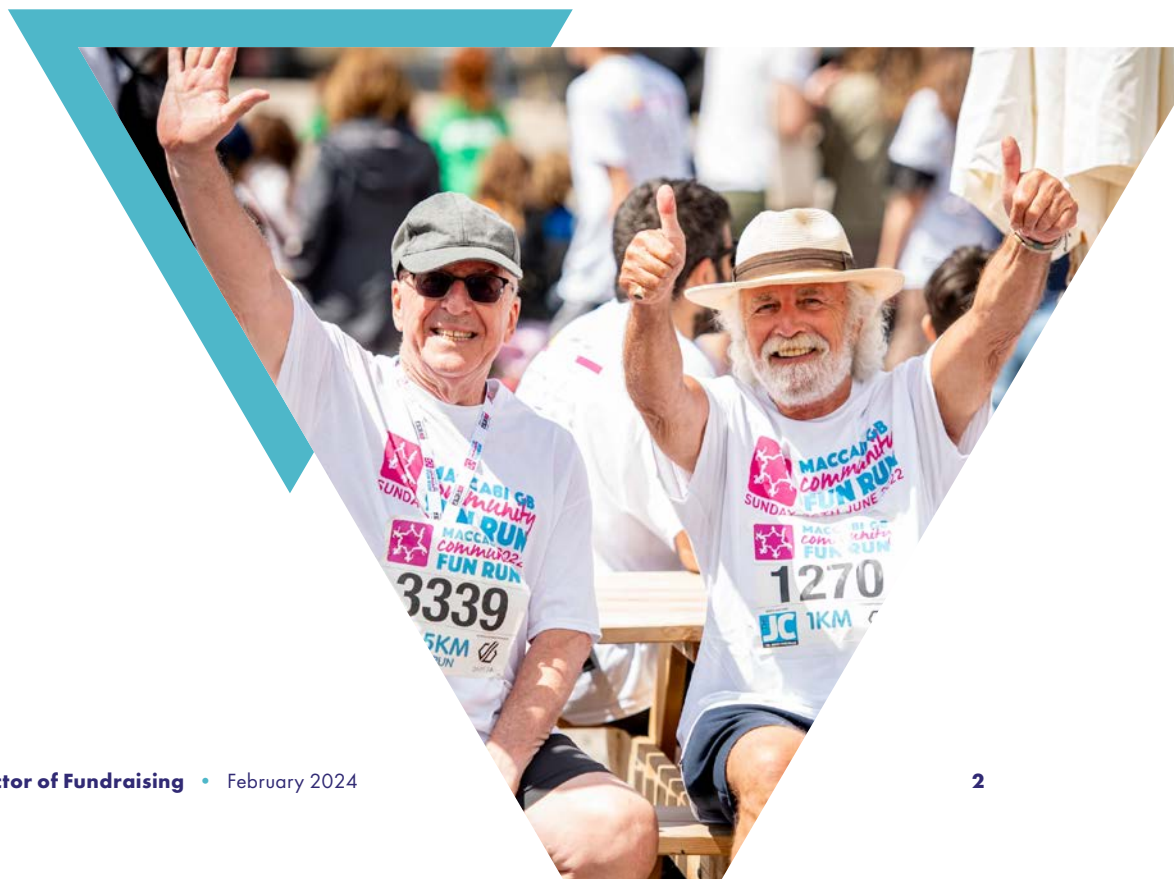
Director of Fundraising

Information for Candidates
February 2024 



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Welcome

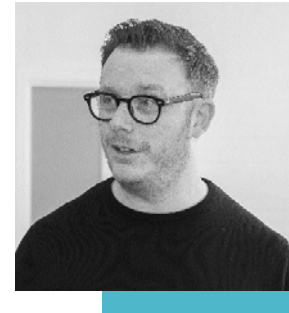
Thank you for taking the time to consider becoming Maccabi GB's Director of Fundraising.

Our organisation's vision is for a healthy, active and proud Jewish community integrated within British society.

Maccabi GB is at the forefront of fostering a vibrant and energetic community, and we are seeking a dynamic individual to play a pivotal role in shaping our future.

We proudly manage a diverse range of highly developed and deeply rooted community assets, including the internationally renowned Maccabiah Games, the Community Fun Run, the Yellow Candle Project, Streetwise, and Stand Up! Education Against Discrimination, to name only a few. These initiatives reflect our commitment to building a strong and interconnected community that thrives on inclusivity, diversity, and shared values. Maccabi GB's holistic approach impacts participants' Jewish identity by integrating sporting, educational, and communal elements into their experiences.

As the Director of Fundraising, you will join a fast-paced and energetic organisation, tasked with building on our current successes in fundraising. Beyond simply maintaining operational excellence, we aspire to transform the culture of our organisation. We are looking for a visionary leader who can drive a cultural shift, positioning Maccabi GB as a beacon for fundraising innovation and philanthropy within the community.





Your role as the internal lead for fundraising will be instrumental in shaping our future trajectory. You will have the unique opportunity to guide the organisation through a transformative journey, working closely with myself the CEO, the Chairman and with other internal stakeholders, external partners, and the broader community.

We are seeking an individual with a passion for community building, a proven track record in fundraising, and the ability to inspire and lead a team towards shared goals. If you are ready to take on this challenge and make a lasting impact on our community, I strongly encourage you to submit your application.

I look forward to reviewing your application and potentially welcoming you to the Maccabi GB family. Thank you for considering this opportunity, and we wish you the best in your application process.

Ashley Lerner

Chief Executive





Our vision, mission and history

Maccabi GB is one of the country's largest and most innovative Jewish charities.

Our vision is:

A healthy, active and proud Jewish community integrated within British society

Our mission is:

To create inclusive sporting, community and educational experiences that strengthen Jewish identity, enhance wellbeing and inspire engagement in the Jewish community, Israel and beyond



Part of the Maccabi worldwide movement, Maccabi GB has been established in Great Britain for over 80 years; this has been achieved as a result of an excellent professional team, the support of a large group of dedicated volunteers and financial support from both the Jewish community and wider society.

Maccabi GB is the umbrella organisation for affiliated centres, leagues and clubs across Great Britain, and partner over 300 schools, organisations and charities.

Our values

The values that run through our work are:



What we do

Our programmes focus on three central areas of work:





Sport

Maccabi GB is the leading provider of sport, health and wellbeing activities in the British Jewish community. Our provision spans across all ages, ability levels and communal denomination, bringing together Jewish people from all walks of life through the prism of sport.

Whether in Primary and Secondary schools, universities, communities, grassroots clubs, or at International Maccabi Games, Maccabi GB is committed to championing sporting opportunities for all Jewish people in Great Britain, in order to promote health and wellbeing for the future of the Community.

From inter-school tournaments to the student sport programme, to grassroots sports clubs, and support for elite athletes, Maccabi GB achieves its mission by engaging in a broad range of sports, for the early years and into adulthood. This, with the ultimate aim for its participants to represent Great Britain at International Maccabi Games such as the Maccabiah.

A unique opportunity will be presented by the European Maccabi Youth Games, which will be hosted by Maccabi GB in London in the summer of 2024, and will bring together 800 young athletes from across Europe for a unique Maccabi Jewish experience.





Community

Maccabi GB is the community's premier sports provider, and are expanding collaborations and partnership within the Jewish charity sector as well as the interfaith space. Through its network of affiliate clubs, the charity engages across Great Britain and internationally, fostering connections between Jews from across the world.

A prime example of the role of the charity is the Maccabi GB Community Fun Run, the largest communal event in the yearly calendar; bringing together 100 charities and thousands of participants and spectators, the event enables charities to fundraise for their unique causes, whilst taking part in a sport and family event.

Inspired by the Community Fun Run, the London Interfaith Run aims to bring together different faiths under the auspices of the Greater London Lieutenancy, using the medium of sport to engage Londoners of all faiths or none, raising essential funds for charitable objectives.

Maccabi GB's community provision aims to engage those who lack opportunities in the areas of sport health and wellbeing. From the Special Educational Needs & Disability community to the Charedi community, Maccabi GB aims to create safe, inclusive spaces for all to take part in its activities.

Known as innovative incubator of community projects, Maccabi GB has grown the Yellow Candle Holocaust Remembrance project to become a staple in Yom HaShoah commemoration.





Informal education

Over the past two decades, Maccabi GB's educational initiatives have become integral to both the Jewish community and mainstream society. Its **'Streetwise'**, **'Stand Up! Education Against Discrimination'**, **'Tackling Antisemitism in Sport'**, **'Yellow Candle'** and **Leadership** programmes, directly engage over 60,000 young people annually, in 180 schools and organisations across Great Britain.

The leading provider of PSHE education in Jewish Primary and Secondary schools, we foster critical thinking and encourage the adoption of healthy and safe lifestyles.

Our commitment to addressing contemporary antisemitism and discrimination is central to our operations, impacting hate crime prevention in both Jewish and mainstream schools, as well as in national-level sports.

Maccabi GB sport-leadership and interfaith-leadership programmes play a vital role in engaging and nurturing the next generation of community leaders, both in the areas of sport, as well as social activism and hate-crime prevention.

Through its education work, Maccabi GB has developed countless partnerships and collaborations, positioning the charity as one of the leading experts in contemporary antisemitism and PSHE education in Great Britain.





For more information

Maccabi GB is proud to deliver the largest single-day event in the community, the Community Fun Run, to be the largest deliverer of informal education with its Streetwise, Stand Up! and the School Sports Programmes and, with its Yellow Candle Project, have the largest Holocaust remembrance initiative within the community. With a developing and growing programme of activities, the charity is looking to expand the quality and quantity of its outputs in the future.

A wealth of information about Maccabi GB programmes, projects and events can be found on www.maccabigb.org





Context for the appointment

We are already widely recognised for our contributions to the British Jewish community through sports and educational initiatives. While we enjoy substantial income from an existing and loyal supporter base, the charity is not immune from the uncertainties stemming from economic fluctuations, amplified operational expenses, and heightened competition for funding.

Establishing a sustainable fundraising strategy becomes imperative therefore to foster growth and create an impact within a challenging economic landscape. The goal is to seamlessly integrate fundraising more professionally with the charity's fresh vision, mission, and values.

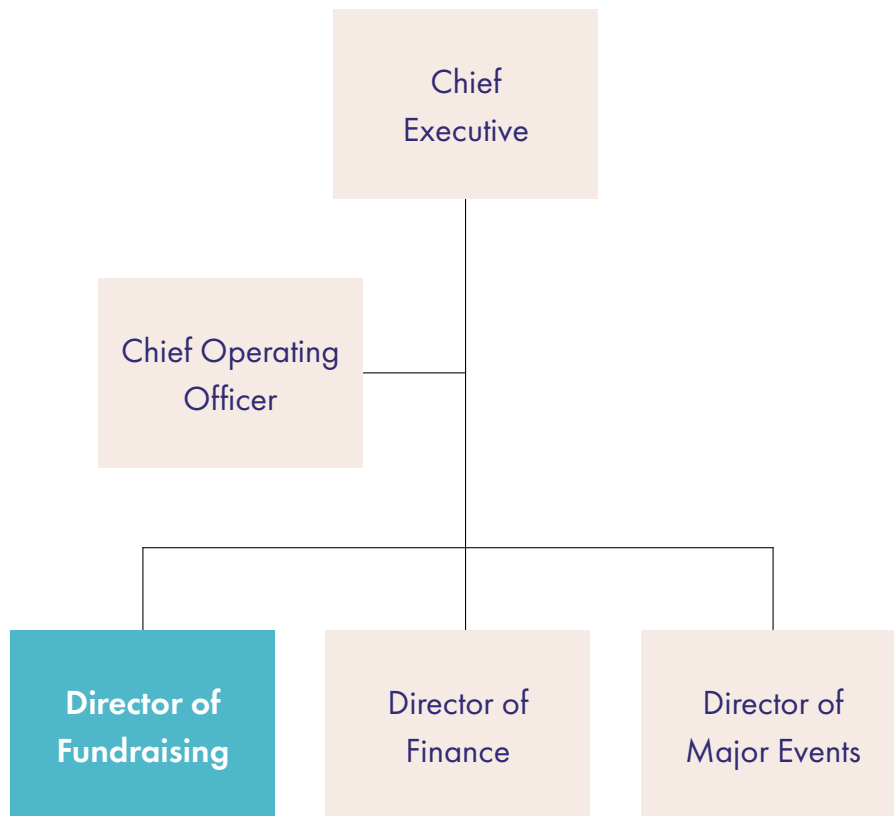
Maccabi GB boasts a diverse array of projects that offer significant fundraising potential and the opportunity to engage with diverse range of individual, organisational and civil society donors who can be inspired by what we do.

Future success will require the development of a cohesive fundraising strategy that is fully aligned with our vision and the objectives that we set ourselves in pursuit of our mission. This will need to be underpinned by a tight and effective operational framework that manages donor relationships effectively and ensures that decisions are always data driven and founded upon a solid business case.

The new role of Director of Fundraising has been established to lead this exciting development. There is a solid foundation upon which to build, and there is the commitment from the Board of Trustees and the Senior Leadership Team to ensure that you will be able to succeed. You will also have the active support from colleagues across the organisation.



Organisational chart





Job description

Job title:	Director of Fundraising
Salary:	£55,000 – £60,000
Hours:	35 hours – worked flexibly to meet the demands of the role with up to one day per week from home
Location:	The Stanley S. Cohen OBE Centre, Shaftesbury Ave, Harrow HA3 ORD
Contract:	Full-time, permanent
Reports to:	Chief Executive

Job purpose

To lead the development of an integrated fundraising strategy that combines a sustainable mix of income streams and that builds a pipeline of individual and organisational donors.

Key areas of responsibility

Strategy development

- Analysing the current fundraising structures, exploring projects, activities and income streams across the organisation developing a clear picture of the charity's needs;
- Develop in-depth understanding of the charity, its projects and events, existing strategic partnerships and opportunities for development;



- In collaboration with the board of trustees, staff and volunteers, create and implement a new fundraising strategy, aligned to Maccabi GB's strategic plan, that helps to develop a culture of fundraising throughout the organisation, and develop KPI's to measure its impact and success;
- Researching and prospecting donors and supporters and building a pipeline of donor acquisition;
- Developing, refining and differentiating the case-for-support that is tailored to the Maccabi GB's programme propositions;
- Collaborating with strategic partners on the development of compelling joint funding proposals;
- Maintaining an overview of trends and developments in philanthropic giving by individual, organisational and institutional donors.



Operational delivery

- Leading the implementation of Maccabi GB's annual fundraising programme and calendar of events;
- Curating the associated marketing and publicity materials in support of fundraising;
- Cultivating and managing relationships with donors;
- Contributing to the development of mutually beneficial relationships with strategic partners.

Administration

- Being responsible for ensuring that all fundraising activity complies fully UK charity and financial management regulation;
- Reporting to the Chief Executive and Board of Trustees on fundraising performance against agreed targets for activity and outcomes;
- Ensuring effective processes are in place to manage donor data for management reporting and to ensure that donor communication is timely and relevant;
- Contributing to the production of the Annual Report and accounts.



Team-working

- Modelling the values of Maccabi GB and the charity's expected professional standards;
- Engaging with colleagues and volunteers in the development of fundraising propositions, evidencing impact and facilitating engagement with donors;
- Management of the shared administrative reports, volunteers, setting objectives, supporting on-personal development and conducting appraisal (where applicable);
- Contributing to the development and implementation of wider organisational business development initiatives with the Senior Leadership team.



Person specification

Essential knowledge and experience

- Fundraising management experience with responsibility for strategy development and implementation;
- Direct experience of personally managing high-value donor relationships;
- Knowledge of donor relationship management applications and processes;
- Experience of producing compelling marketing materials in support of fundraising;
- Knowledge of the UK legislation relating to charity fundraising activity.

Desirable knowledge and experience

- Knowledge of the history of and patterns of philanthropic giving by the UK Jewish community;
- Experience of working within a context relevant to the sports development and informal education programmes offered by Maccabi GB.



Qualifications and memberships

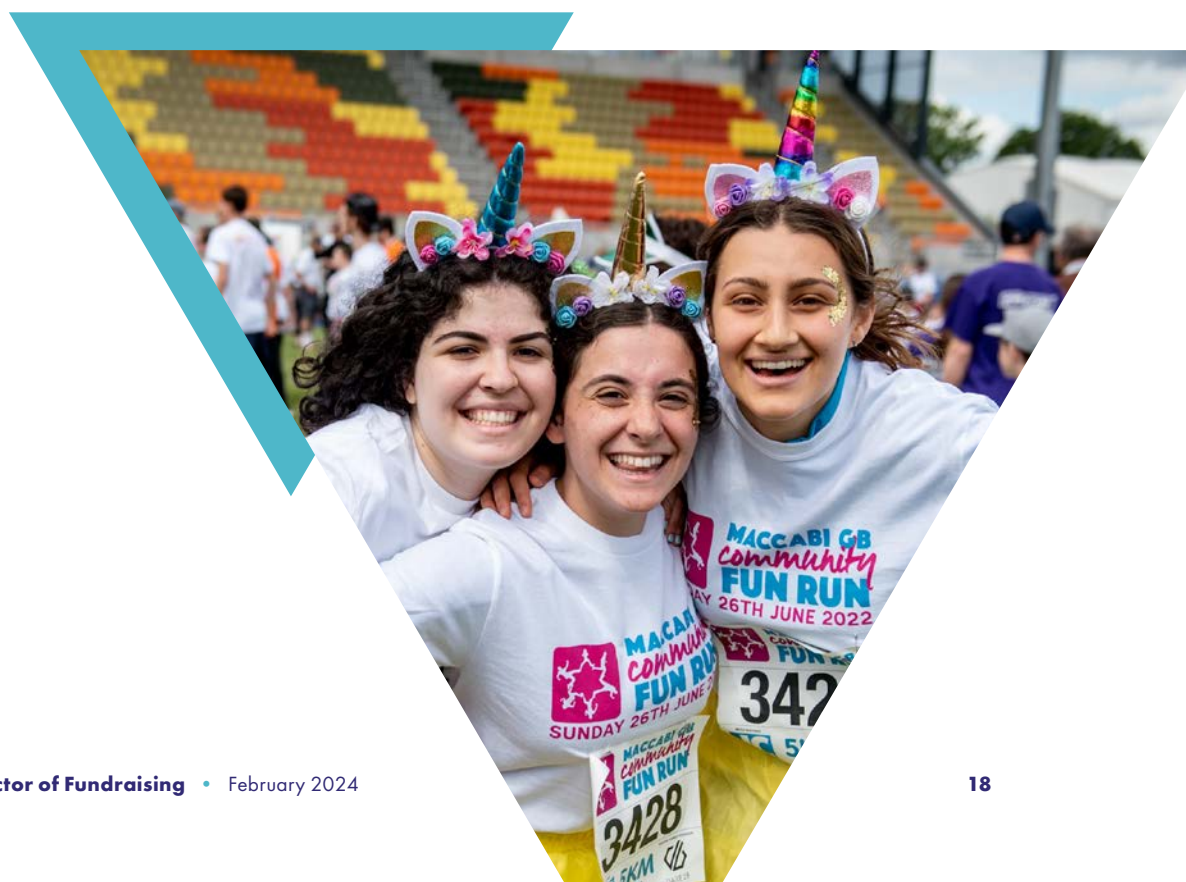
- Evidence for relevant academic, professional training and membership of relevant membership organisations or evidence of qualified by experience.

Skills and abilities

- Ability to plan strategically;
- Organisational ability, able to plan and prioritise;
- Genuine empathy and relationship development ability;
- Effective negotiating, influencing and persuasion skills;
- Highly competent oral, written communication and presentation skills;
- Good team-working and collaboration;
- Awareness of commercial operating imperatives;
- Capable of innovation and maximising potential opportunity.

Other requirements

- Willing and able to undertake work outside normal office hours and to travel as required within the UK and potentially the occasional need for international travel.





How to apply

For an informal conversation about the role, please contact our recruitment partner, NFP Consulting:

Simon Lloyd Director | NFP Consulting
07961 988 523 simon.lloyd@nfpconsulting.co.uk



Apply online at www.nfpconsulting.co.uk/maccabigb

Application is by way of CV and a Supporting Statement, which should outline your motivations for wanting to be our first Director of Fundraising and set out your credentials.

Closing date: Tuesday 2nd April

There is a two-stage selection process:

First interviews: Week beginning 8th April (remote)

The first round will be conducted via video by NFP Consulting.

Second interviews: Week beginning 15th April (on-site)

The final stage panel interviews will be conducted on-site at Maccabi GB's offices and will include the opportunity for candidates to meet informally with a selection of stakeholders.

Accessibility

Please let us know if you have any special requirements which we might need to consider in relation to the selection process. Any requests will not affect the decision making itself.

Please let us know if you would like to receive this information in a different format.