

**Person Specification**

**Trust and Statutory Fundraising Lead**

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| **Criteria** | **E- Essential****D - Desirable** | **Assessment** |
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| QUALIFICATIONS• Educated to degree level or equivalent experience | E |  √ |  |  |
| KNOWLEDGE, SKILLS, EXPERIENCE• Minimum 2 years’ experience of writing funding applications• Proven ability to develop high quality, complex bids and established track record of success• Experience of prospect researchExcellent organisation skills and high performing under pressure• Experience of using Harlequin CRM | EEEED |  √ √ √ √ √ |  √ √ √ √ √ |  √ √ √ |
| BEHAVIOURS AND PERSONAL ATTRIBUTES• Exceptional interpersonal and networking skills with proven ability to develop long term relationships• Strong negotiating and influencing skills• Highly proficient communicator• Flexible and adaptable approach to work• Builds open and supportive relationships | EEEEE |  √ √ √ √ √ |  √ √ √ √ √ |  |
| SPECIAL REQUIREMENTS• Member of Institute of Fundraising• Experience of working in the housing or homelessness sector | DD |  √ √ |  |  |