

**Job Title: Fundraising Manager – Trusts and Statutory**

**Location: Hybrid – based 3 days per week in one of our locations**

**Reports to: Head of Fundraising and Communications**

**Salary: £42,000 plus London Weighting if appropriate**

**Hours: Full Time**

### **About James' Place**

James' Place Charity was set up by Clare Milford Haven and Nick Wentworth-Stanley in 2008 after their twenty-one-year-old son, James, died by suicide ten days after a minor operation. James had no history of mental illness or depression and had sought urgent help for anxiety and suicidal thoughts but didn't find it. We know that suicide is the biggest killer of men under 50 and we know that many men find it difficult to reach out for help.

Suicide is the single leading cause of death for men under 35. Men are three times more likely than women to die by suicide. 5,579 suicides were registered in 2023 in England. This is an increase of 6% on the number of suicides in 2022, and the highest rate of suicide since 1999. For every suicide, on average, a further 135 people are affected. It is also estimated that the financial impact on the public purse of every death by suicide is £1.6m.

James' Place works to save the lives of men in suicidal crisis. James' Place is a charity offering free, life-saving therapy to suicidal men at centres in Liverpool, London, and Newcastle. The team has now treated over 2,300 suicidal men, and people identifying as male, since the first centre in Liverpool opened in 2018. The Liverpool centre celebrated its 5th anniversary last year. The London centre has now been open for nearly two years and has helped over 700 men.

James' Place is unique because their treatment is proven to work, quick to access and delivered in a safe, friendly, non-clinical environment by trained, professional therapists. The men they treat are in a suicidal crisis largely driven by life events such as a relationship breakdown, financial problems, or bereavement. James' Place defines a suicidal crisis as intense and distressing suicidal thoughts, feelings of hopelessness and despair, plans or intent to act on suicidal thoughts and/or a recent suicide attempt.

The treatment James' Place offers is independently evaluated by Liverpool John Moore's University and continues to show that men experience a clinically and statistically significant positive change following treatment at James' Place and reduced levels of psychological distress. The latest evaluation also measured entrapment levels in the men who come to James' Place, which is a key indicator of psychological distress. The research found that on average, men who attended James' Place had a statistically significant reduction in feelings of entrapment.

James' Place was founded by Clare Milford Haven and Nick Wentworth-Stanley following the tragic death of their son James. Aged just 21, James took his own life ten days after a minor operation. He sought help for his anxiety and suicidal thoughts but didn't find the urgent help he so desperately

needed. Clare and Nick were determined to prevent other families from losing the men they love and set up the charity to help men in suicidal crisis. Whilst not the reason for James' Place to open a centre in Newcastle, it is worth noting that James was a student at Newcastle University when he died, so this latest centre feels extremely poignant to the family and everyone at James' Place.

James' Place plans to open two more centres by the end of 2026, with Birmingham the next to open. The team is currently visiting buildings and strengthening relationships with stakeholders in the West Midlands with a view to opening a new centre there in 2025. With five centres open James' Place will be able to treat up to 2,000 men per year. Their aim is to reach as many men in suicide crisis as possible.

In February 2023, James' Place launched a fundraising appeal to fund its expansion and sustain their existing centres over the following three years. The charity has raised £5,360,000 since the appeal launched and has a target of a further £3.7m to raise this financial year. The generous donors that HRH will meet on 30 April have helped the charity to open James' Place in Newcastle and it is hoped that they will restate their support by making further donations to enable the charity to achieve its future aims.

### **The Role**

The purpose of this role is to raise funds for James' Place:

- working with the Head of Fundraising and Communications to deliver the expansion appeal; and
- taking overall responsibility for building the relationships with and securing income from Trusts and Statutory sources to realise our aim to deliver more life-saving support for men in suicidal crisis nationally.

This is a new role as part of a restructure of resources to re-focus on income source specialism and mover away from regional catch-all fundraiser. The key internal relationships for this role are:

- Head of Fundraising and Comms
- Fundraising Manager, Philanthropy and Corporate
- Fundraising Manager, North East
- Philanthropy Lead
- Fundraising Executive
- Stewardship and Events Manager
- Chief Executive

Key external relationships

- Trustees
- Appeal Board members
- Funders
- Potential Funders

James' Place has huge ambitions to grow to reach more men in suicidal crisis.

### **Principal accountabilities**

**70% Direct fundraising work:**

- Responsible for a portfolio of donors, volunteers and prospects and an annual fundraising target of c. £750,000 - £1,000,000 from trusts, foundations, and statutory sources.
- Build a network of donors and volunteer supporters and influencers across a range of audiences, maintaining and developing relationships, who can support your fundraising.
- Work with the Head of Fundraising and Communications on the national appeal and other central fundraising work. This will include attending events and writing major grant applications and other proposals.
- Support the Head of Fundraising and Communications to maximise opportunities through the Appeal Board.
- Manage engagement and fundraising events to support the organisation's fundraising ambitions.
- Build compelling cases for James' Place projects to put to prospective and existing funders, ensuring accurate financial information is presented clearly.

#### **15% Fundraising administration:**

- Ensuring regulatory and best practice guidelines are understood and adhered to in all fundraising and public facing work.
- Work with colleagues in the London centre and across the organisation, to develop their experience and confidence in fundraising activities, ensuring they are fully briefed and supported at all times.
- Ensure all activities are of a high standard, meeting all relevant regulations and best practice guidelines.

#### **15% Management:**

- Provide quality and empathetic line management for the Fundraising Executive from recruitment onwards, ensuring they meet their objectives and have a positive experience of working at James' Place.

#### **Work in the wider charity:**

- Always represent James' Place with respect, decorum, and confidence.
- Work with the team to build our understanding of men in suicidal crisis and how suicidal behaviour develops.
- Deputise for the Head of Fundraising and Communications and represent the charity as and when needed.
- Recognise the value of review and evaluation and contribute to the on-going development of James' Place as a respected, effective, and sustainable charity.
- Undertake any other duties as required in pursuit of organisational success, based around delivery of the organisational business plan.

### **Job knowledge, Skills & Experience**

#### **Essential**

- A good track record of fundraising in the charity sector, with proven results or equivalent relevant transferable experience.
- Experience of success in trusts and statutory fundraising and an excellent understanding of and experience of meeting the expectations of these funders.
- Excellent written and verbal communication skills, and the confidence to engage and build relationships with stakeholders and partners at the highest level.

- A keen eye for detail and ability to analyse complex data and research findings to extrapolate key messages to create compelling cases for support or to communicate the impact of interventions.
- The ability to present this complex information in the most appropriate format tailored to the specific audience.
- Practical and resilient.
- Able to communicate persuasively with passion and integrity.
- Constructive and collaborative attitude, able to problem solve.
- A team player, willing to work collaboratively, support others, and take on additional responsibilities when needed.
- An ability to work on difficult and sensitive issues, showing kindness, integrity, and being willing to seek and offer help as required.

#### **Desirable**

- Line management experience.
- Understanding of and interest in mental health / suicide prevention.

**Any job offers made are subject to the receipt of two satisfactory references, a satisfactory DBS check and a Right to Work check.**

**James' Place is committed to promoting a diverse and inclusive community. Our aim is that no job applicant, temporary worker, or employee receives less favourable treatment on the grounds of age, disability, gender and transgender status, race and ethnicity, religion, and belief (including no belief), marriage or civil partnership status or sexual orientation.**