



LIFE IN ABUNDANCE UK (LIA-UK)

Job Description and Person Specification

Partnerships & Fundraising Lead

Reports to: Executive Director

Hours: Full-time, 35 hours per week

Salary: Up to £30,000 per annum, depending on experience

Contract: Initial 12-month fixed-term appointment, with the possibility of renewal

Location: Home-based, with occasional UK travel and support for international visits and mission trips as required.

The postholder will report directly to the Executive Director and may periodically be invited to attend meetings of the Board of Trustees to present fundraising intelligence, pipeline progress, partnership developments and strategic recommendations.

About Life In Abundance UK

Life In Abundance UK is a Christian international development charity committed to enabling families and communities across Africa and the Caribbean to move from poverty towards lasting flourishing.

Our approach is deliberately different. Rather than fostering dependency, we work through local churches and community-based organisations, equipping those closest to their communities with the skills, resources and opportunities required to lead sustainable transformation for themselves.

Our holistic model addresses the physical, spiritual, social and economic dimensions of poverty, enabling individuals, families and communities to flourish with dignity, resilience and hope.

As the UK Ministry Support Office, LIA-UK mobilises prayer, people, partnerships and resources in support of this mission. We cultivate relationships with churches, philanthropists, trusts and foundations, donors and strategic partners whose generosity and influence can help locally led transformation flourish across Africa and the Caribbean.

The Opportunity

LIA-UK is entering an important period of development and growth. We are seeking an accomplished and enterprising fundraising professional who relishes the opportunity to open doors, build

relationships, uncover funding opportunities and turn potential into sustainable income and long-term partnership.

This is an unusually broad and rewarding full-time fundraising appointment for someone with a strong understanding of trusts and foundations, prospect research, strategic partnerships and relationship-led fundraising.

The successful candidate will bring sound fundraising judgement, intellectual curiosity and the confidence to take genuine ownership of opportunities. You will be expected to identify prospects, qualify them intelligently, make appropriate approaches, develop compelling propositions and applications, cultivate relationships and steward opportunities from first conversation through to funding, renewal and deeper engagement.

We are particularly interested in someone with an established professional network across relevant philanthropic, Christian, charitable, church, trust or fundraising circles, together with the confidence and discretion to build new relationships on behalf of LIA-UK.

This is not a post in which every opportunity will arrive neatly upon your desk. We are looking for someone who instinctively asks:

Who should know about LIA-UK? Who might share our vision? Where is the opportunity? And how do we turn that opportunity into a meaningful and enduring partnership? For the right fundraiser, there is considerable scope to shape the future of LIA-UK's fundraising operation and leave a lasting imprint upon the organisation's growth.

Role Purpose

The Partnerships & Fundraising Lead will take substantial ownership of developing LIA-UK's fundraising and partnership portfolio, working within the strategic direction established by the Executive Director.

The role has three principal areas of responsibility:

A. Trusts, Foundations & Prospect Research

Building a strong portfolio of institutional funding opportunities through rigorous prospect research, intelligent qualification, compelling applications and thoughtful funder stewardship.

B. Strategic Partnerships & Major Relationships

Developing purposeful relationships with churches, Christian organisations, philanthropists, major donors, businesses and other strategic partners capable of advancing LIA-UK's mission and income ambitions.

C. CRM, Pipeline & Fundraising Intelligence

Creating and managing a disciplined, actively progressing fundraising pipeline through Virtuous CRM and providing the insight, forecasting and intelligence required for confident fundraising decision-making.

The postholder will have considerable ownership of the fundraising cycle, from prospect identification and qualification through cultivation, proposal development, application or solicitation, stewardship and renewal. This is an active fundraising role.

The successful candidate will not simply research opportunities and pass them to others. They will be expected to develop, progress and steward those opportunities, drawing upon colleagues for programme, financial and impact information where required.

The Executive Director retains responsibility for overall organisational and fundraising strategy and will provide strategic oversight, particularly in relation to significant institutional, philanthropic and senior partnership relationships.

Within that framework, the Partnerships & Fundraising Lead will be trusted to exercise considerable initiative, professional judgement and autonomy.

Key Responsibilities

1. Trusts, Foundations & Institutional Funding

Trusts and foundations will form a principal income-development focus of the role. You will build and actively manage a high-quality portfolio of prospective and existing funders, pursuing opportunities capable of generating sustainable restricted and unrestricted income for LIA-UK.

You will:

- Proactively identify, research and qualify trusts, foundations, institutional funders and other grant-making bodies whose interests align with LIA-UK's mission and programmes.
- Build and maintain a strong pipeline of qualified institutional funding opportunities.
- Undertake detailed prospect research covering eligibility, funding priorities, giving history, trustees and decision-makers, application routes, funding cycles and strategic alignment.
- Distinguish high-value and strategically relevant opportunities from those unlikely to justify organisational time or investment.
- Develop cultivation and approach strategies for priority trusts and foundations.
- Prepare persuasive and individually tailored grant applications, concept notes, expressions of interest, letters of enquiry, funding proposals and supporting documentation.
- Take ownership of applications from initial research and opportunity assessment through development, internal coordination, approval and submission.
- Develop compelling cases for support that connect LIA-UK's programmes with funders' interests whilst preserving the integrity of the mission.
- Work closely with the Executive Director, LIA International Grants Manager and programme colleagues to obtain budgets, programme information, monitoring data, evidence of impact and beneficiary stories.
- Interpret financial and programme information accurately and translate it into credible and persuasive funding propositions.
- Identify opportunities for multi-year funding, repeat grants and increased investment.
- Maintain an effective grants calendar covering application deadlines, reporting requirements, renewal dates and cultivation activity.
- Coordinate high-quality funder reports and ensure grant obligations are met punctually and professionally.
- Steward relationships beyond the application itself, recognising that successful trust fundraising is built upon confidence, credibility and continuity.
- Analyse unsuccessful applications and incorporate learning into subsequent approaches.
- Keep applications, decisions, income, reporting obligations and relationship activity accurately recorded within Virtuous CRM.
- Provide succinct recommendations to the Executive Director where executive engagement or strategic judgement would materially strengthen an opportunity.

2. Prospect Research, Opportunity Development & Fundraising Intelligence

Excellent fundraising begins with excellent intelligence.

The Partnerships & Fundraising Lead will provide LIA-UK with the insight required to identify where genuine opportunity exists and how best to pursue it.

You will:

- Identify prospective churches, Christian organisations, philanthropists, major donors, corporate partners, institutional funders, charitable networks and other strategic stakeholders.
- Undertake sophisticated prospect research to understand interests, networks, giving history, leadership, influence and potential affinity with LIA-UK.
- Identify new sources of philanthropic and institutional income.
- Research prospective major donors and partners appropriately and ethically.
- Monitor developments across philanthropy, Christian giving, international development, charitable funding and institutional grant-making.
- Identify relevant new funds, programmes, initiatives and partnership opportunities.
- Produce concise prospect profiles, briefing papers, meeting intelligence and strategic recommendations.
- Prepare the Executive Director and other senior representatives for significant funder and partner conversations.
- Identify routes of introduction and connections into target organisations and networks.
- Make intelligent use of existing networks whilst continually extending LIA-UK's sphere of relationships.
- Recognise emerging opportunities and act upon them with appropriate pace.
- Build institutional fundraising knowledge that remains valuable to LIA-UK beyond any individual relationship.
- Use research as a means of moving prospects towards engagement, rather than allowing research to become an end in itself.

3. Strategic Partnerships & Major Relationships

Relationships are at the heart of this appointment. The successful candidate will have both the confidence to begin new conversations and the patience to cultivate relationships that may develop over months or years.

You will:

- Proactively identify and cultivate relationships with churches, church networks, Christian organisations, philanthropists, major donors, businesses and strategic partners.
- Build and personally manage an agreed portfolio of priority prospects and relationships.
- Use existing professional networks appropriately to broaden LIA-UK's reach.
- Develop new networks and open doors into communities, institutions and philanthropic circles not currently connected with LIA-UK.
- Understand the interests, motivations and philanthropic priorities of prospective partners.
- Develop genuinely bespoke approaches and partnership propositions.
- Identify opportunities for major gifts, institutional support, church partnerships, strategic collaboration, professional expertise, advocacy and other mission-aligned forms of support.
- Progress appropriate relationships independently whilst involving the Executive Director where senior representation or executive relationship ownership will add value.
- Prepare cultivation strategies and thoughtful next steps for significant prospects.
- Support the Executive Director in developing senior and high-value relationships.
- Build confidence and trust through intelligent, timely and gracious stewardship.

- Seek opportunities to develop one-off gifts into repeat, regular or multi-year support.
- Recognise opportunities for major donor cultivation and philanthropic engagement.
- Maintain meaningful contact with existing partners and supporters rather than allowing relationships to become solely transactional.
- Record interests, conversations, pledges, commitments and next actions within Virtuous CRM.
- Exercise discretion and impeccable professional judgement in handling confidential donor and prospect information.
- Collaborate across the wider Life In Abundance Partnership where opportunities extend beyond the UK.
- Represent LIA-UK with confidence amongst churches, philanthropists, funders, businesses and senior stakeholders.
- Articulate LIA-UK's Christian identity and locally led development model with clarity, warmth and conviction.
- Strengthen LIA-UK's reputation, reach and influence across relevant Christian, charitable and philanthropic networks.

The successful candidate will ideally bring an established network of professional relationships and sector contacts, or a demonstrable ability to gain access to and build such networks swiftly and credibly.

These relationships must at all times be handled with discretion, integrity and in accordance with appropriate fundraising and data-protection practice.

4. Fundraising & Donor Engagement

The Partnerships & Fundraising Lead will assist with the wider implementation of LIA-UK's fundraising strategy, particularly where opportunities arise through prospect research, institutional funding, partnerships and major relationships.

You will:

- Assist the Executive Director in delivering agreed fundraising and income-generation priorities.
- Contribute to sustainable growth in both restricted and unrestricted income.
- Identify opportunities to deepen relationships with existing donors and supporters.
- Support the cultivation and stewardship of major donors and prospective philanthropists.
- Identify opportunities for increased giving, regular support and longer-term philanthropic relationships.
- Contribute fundraising intelligence and propositions to appeals and selected campaigns.
- Develop compelling cases for support for priority programmes and organisational needs.
- Help ensure donors understand both the impact of their generosity and the wider vision to which they are contributing.
- Identify supporters with the propensity, capacity or interest to deepen their involvement with LIA-UK.
- Support appropriate donor journeys from first engagement through cultivation, giving, stewardship and renewal.
- Coordinate with colleagues where fundraising requires programme information, budgets, monitoring evidence, stories or communications material.
- Encourage a culture in which every significant supporter relationship is thoughtfully cultivated rather than merely administered.

The post does not carry responsibility for organising general fundraising or organisational events. The postholder may, however, contribute to selected engagements where there is a clear fundraising, partnership or relationship-development purpose.

5. International Visits, Mission Engagement & Representation

From time to time, LIA-UK welcomes colleagues and senior representatives from the wider Life In Abundance Partnership and facilitates opportunities for UK supporters and partners to engage more closely with the international mission.

The postholder may therefore be called upon to:

- Liaise with LIA headquarters and international colleagues concerning visits involving UK funders, partners and significant supporters.
- Assist in coordinating programmes for visiting senior colleagues, ministry guests and strategic partners where fundraising or partnership development is involved.
- Ensure strategically important visitors are connected with appropriate supporters, churches and prospective partners.
- Prepare briefing information and relationship-development opportunities surrounding such visits.
- Support the Executive Director with selected meetings and engagements.
- Assist with coordination relating to selected mission field visits involving donors, prospective supporters, church partners or strategic guests.
- Ensure appropriate stewardship and follow-up after visits.
- Represent LIA-UK at selected conferences, church gatherings, exhibitions, philanthropic meetings or networking opportunities where there is clear strategic value.

This responsibility concerns relationship and visits coordination rather than general event management.

6. CRM, Pipeline Management & Fundraising Performance

Virtuous CRM will serve as the principal platform for LIA-UK's fundraising and relationship intelligence.

The postholder will ensure that LIA-UK possesses not merely a database, but a living and actively progressing fundraising pipeline.

You will:

- Maintain accurate and current records of prospects, donors, funders, supporters and strategic partners.
- Manage opportunities from identification through qualification, cultivation, application or solicitation, stewardship and renewal.
- Establish clear prospect stages, priorities, values, probabilities and next actions.
- Maintain appropriate pipeline momentum and ensure promising opportunities do not become dormant.
- Record significant interactions, commitments, deadlines and follow-up actions.
- Produce useful pipeline reports, dashboards and analysis for the Executive Director.

- Contribute to fundraising forecasts using realistic assessments of value, probability and anticipated timing.
- Identify stalled opportunities and recommend appropriate intervention.
- Analyse pipeline strength and identify areas requiring greater prospect development.
- Help establish disciplined fundraising systems and practices capable of supporting LIA-UK's future growth.
- Provide periodic reports, analysis or presentations to the Board of Trustees when invited by the Executive Director.

7. Communications Supporting Fundraising & Partnerships

The postholder will not be responsible for LIA-UK's overall communications function but will contribute to the development of material required for effective fundraising and partnership engagement.

You will:

- Develop persuasive donor-facing propositions and funding narratives.
- Contribute case studies and impact stories for fundraising purposes.
- Work with the LIA International Communications Team to obtain suitable stories, images, programme evidence and information.
- Contribute fundraising material to appeals, supporter communications and selected campaigns.
- Ensure fundraising messages faithfully and accurately represent LIA-UK's programmes, Christian character and impact.
- Translate complex programme information into clear, human and compelling propositions for different audiences.

Compliance & Professional Practice

The postholder will:

- Conduct fundraising and prospect research ethically and in accordance with applicable UK fundraising standards, data protection legislation and LIA-UK policies.
- Maintain appropriate confidentiality in relation to donors, prospects, partners and organisational information.
- Ensure representations made to funders are accurate, appropriately evidenced and properly authorised.
- Exercise excellent judgement when handling sensitive relationships, philanthropic information and financial discussions.
- Protect and enhance the reputation of LIA-UK.
- Conduct relationships with integrity, generosity of spirit and in a manner consistent with LIA-UK's Christian ethos and values.

Success in the Role

Success will be judged not simply by activity, but by the creation of a stronger, increasingly productive and sustainable fundraising operation.

During the first 12 months, the postholder will be expected to contribute towards:

- Building a substantial and well-qualified portfolio of trusts, foundations and other funding prospects.

- Establishing a strong and actively progressing fundraising pipeline.
- Developing a consistent programme of high-quality funding applications and proposals.
- Increasing the number of qualified prospects entering active cultivation.
- Securing new income and progressing prospects towards substantial and longer-term support.
- Identifying opportunities for multi-year and repeat funding.
- Developing new relationships with churches, Christian organisations, philanthropists, major donors and strategic partners.
- Building stronger cultivation and stewardship disciplines around significant relationships.
- Bringing forward new opportunities rather than relying solely upon prospects generated by the Executive Director.
- Strengthening the quality and usefulness of fundraising intelligence held within Virtuous CRM.
- Ensuring grant deadlines, reporting obligations and renewal opportunities are professionally managed.
- Providing the Executive Director with timely, considered fundraising intelligence and recommendations.
- Identifying funding and partnership opportunities LIA-UK might otherwise have overlooked.
- Strengthening LIA-UK's profile and credibility across Christian, philanthropic and charitable networks.
- Demonstrating clear ownership, initiative, persistence and sound professional judgement.

Specific income, pipeline, partnership and application objectives will be agreed with the Executive Director and reviewed regularly in accordance with LIA-UK's fundraising strategy and organisational priorities.

Person Specification

Experience

We are seeking an accomplished fundraiser with a demonstrable record of delivery.

The successful candidate will ideally bring around five years' relevant fundraising, partnership-development or income-generation experience.

This is intended as a guide to the level of competence sought rather than an absolute threshold. We warmly encourage applications from candidates with fewer years of experience where they can demonstrate an impressive record of achievement, strong professional judgement and the ability to fulfil the responsibilities of the role.

You will ideally demonstrate:

- A successful track record in fundraising, income generation or partnership development.
- Experience securing income from trusts and foundations.
- Experience developing successful grant applications, proposals or cases for support.
- Experience taking opportunities from initial prospect identification through qualification, cultivation, proposal development and submission.
- Experience developing relationships with donors, philanthropists, churches, trusts, businesses or strategic partners.
- Experience cultivating new prospects rather than solely managing inherited relationships.
- Experience contributing to income growth and developing fundraising pipelines.
- Experience using CRM systems to manage prospects, relationships and fundraising activity.
- Experience managing multiple opportunities, relationships and deadlines simultaneously.
- Evidence of established professional networks or a proven ability to develop influential new relationships.

Knowledge & Professional Skills

The successful candidate will possess:

- Excellent grant-writing and proposal-development skills.
- Strong prospect research and qualification capability.
- A sophisticated understanding of relationship-led fundraising.
- Excellent networking, influencing and stakeholder-management skills.
- Confidence engaging prospective donors, funders and partners.
- Strong understanding of donor cultivation and stewardship.
- The confidence to initiate conversations and create opportunities.
- The ability to take ownership and progress opportunities with limited supervision.
- Strong fundraising judgement and the capacity to prioritise opportunities according to strategic value.
- The ability to understand programme budgets and financial information and translate them accurately into persuasive funding propositions.
- Excellent written and verbal communication.
- Strong analytical, planning and problem-solving skills.
- Excellent organisational and project-management capability.
- The ability to manage competing priorities and deadlines.
- Excellent attention to detail.
- Sound judgement and discretion in handling confidential information.
- Competence in Microsoft Office 365.
- Confidence using CRM systems and the ability to become proficient in Virtuous CRM.
- A sound understanding of ethical fundraising practice, prospect research and appropriate data management.

Personal Qualities

We are looking for someone who will become deeply invested in the mission and future flourishing of LIA-UK.

The successful candidate will be:

- Someone whose Christian faith sits naturally alongside the vision, mission and values of Life In Abundance UK and who is comfortable representing its Christian character in the course of their responsibilities.
- Passionate about holistic mission, locally led development and transformation through the local church.
- Highly self-motivated, purposeful and able to make a meaningful contribution from the outset.
- Enterprising in identifying opportunities and disciplined in determining which are worthy of pursuit.
- Naturally curious and inclined to research, investigate and make connections.
- Comfortable exercising initiative and professional judgement.
- Steadfast and resilient, with the patience to cultivate relationships over time and the wisdom to recognise that enduring partnerships are built upon trust rather than transaction.
- Loyal to the organisation, its mission and its relationships, with a genuine desire to see LIA-UK flourish for the long term.
- An accomplished relationship builder who is equally at ease engaging a local church leader, trustee, philanthropist, institutional funder or senior stakeholder.
- Professional, trustworthy and discreet.
- Able to work independently in a home-based environment whilst remaining connected and accountable to colleagues.

- Collaborative and comfortable working across cultures and international teams.
- Adaptable and confident contributing within a growing organisation.
- Committed to excellence, integrity, accountability and continual improvement.

Desirable Experience

Particular advantage will be given to candidates who can also demonstrate:

- Experience within a Christian charity, church, ministry or mission organisation.
- An established network within Christian philanthropy, charitable trusts, churches, major donor or fundraising circles.
- Experience using Virtuous CRM.
- Detailed knowledge of the UK trusts and foundations landscape.
- Experience securing substantial or multi-year grants.
- Experience cultivating high-net-worth individuals or major donors.
- Experience developing corporate or strategic partnerships.
- Understanding of international development and locally led community transformation.
- Knowledge of Gift Aid, UK fundraising regulation and data protection as they relate to fundraising.
- Experience representing an organisation at conferences, church gatherings, exhibitions or senior stakeholder meetings.
- Experience collaborating with international programme teams or supporting donor engagement with overseas programmes.

Why Life In Abundance UK?

There are fundraising posts in which one inherits a well-established machine and is asked simply to keep it moving. This is rather different.

LIA-UK offers the right person the opportunity to help build the next chapter of a growing Christian international development organisation.

You will have the freedom to bring ideas, relationships, experience and professional instinct to the table. You will be close enough to the mission to see what generosity makes possible and sufficiently senior within the organisation to influence how future partnerships and income are developed. Our model places local churches and communities at the centre of transformation. The resources raised in the UK are therefore not intended to create dependency, but to release capability, dignity and locally led change.

For a fundraiser who enjoys discovering opportunity, opening doors and seeing a relationship mature from first conversation into sustained philanthropic partnership, this offers considerable professional satisfaction. It is an opportunity to do more than administer fundraising. It is an opportunity to help build it.

How to Apply

If you are a resourceful fundraiser who can see opportunity where others see a closed door; if you know how to move from research to relationship, from relationship to proposition and from proposition to enduring partnership; and if the prospect of using those abilities in service of transformative Christian mission appeals to you, we would very much like to hear from you.

Please submit:

- A covering letter of no more than one page telling us:
 1. why Life In Abundance UK and this particular opportunity appeal to you.
 2. how your fundraising and relationship-development experience equips you to make an immediate contribution; and
 3. what you believe you could bring to the next stage of LIA-UK's growth.
- Your current CV.

We are interested not merely in where you have worked, but in what you have built, what you have raised, which relationships you have developed and the opportunities you have personally taken from possibility to result.

Applications: infouk@lifeinabundance.org
Subject: Application – Partnerships & Fundraising Lead

Closing Date: Monday 30 November 2026 at 12:00 noon (UK time)
Interview Date: Tentatively scheduled for the second week of December 2026. A second interview may be arranged if required.

If this role speaks to both your professional ambition and your sense of purpose, we encourage you to make an application. We would be delighted to discover what you might bring to Life In Abundance UK.

Pre-Employment Checks

Any offer will be conditional upon satisfactory completion of checks, which may include:

- Two satisfactory professional references.
- Proof of the right to work in the UK.
- Verification of relevant employment history and qualifications.
- Any appropriate disclosure check determined by LIA-UK for the responsibilities of the role.

Equality, Inclusion & Occupational Requirement

Life In Abundance UK welcomes applications from suitably qualified candidates and is committed to maintaining an inclusive, supportive and respectful working environment in which everyone is treated with dignity and fairness. Given the Christian character and purpose of Life In Abundance UK, the postholder will be expected to be comfortable representing and contributing to the organisation's Christian ethos, particularly in relationships with churches, supporters and Christian partners.

LIA-UK considers that an occupational requirement applies for the postholder to be a practising Christian, in accordance with Schedule 9 of the Equality Act 2010, having regard to the nature and context of the role.

LIA-UK reserves the right to close the vacancy early should a sufficient number of suitable applications be received.