

Fundraising Development Consultant

Job Description

Role: Fundraising Development Consultant	Department: Fundraising
Key contact: CEO	Day Rate: £450 - £500 per day plus VAT, depending on experience
Location: The Eric Liddell Community	Type of contract: Fixed-term until 31 st March 2027
Working hours and pattern: One day per week (flexibility on day), with some working on site at the Eric Liddell Community.	

About The Eric Liddell Community

The Eric Liddell Community is a charity and vibrant community hub located in a historic building in Morningside, Edinburgh. Founded in memory of Olympic gold medallist Eric Liddell, our mission is to bring people together to enhance health and wellbeing and create a community where no one feels lonely or isolated.

We provide specialist dementia care, support for unpaid carers, and a wide-ranging programme of community activities and events. Our Community Hub is central to our mission and provides a welcoming place where people can connect, participate and feel part of their local community.

About the Position

We are seeking an experienced, Scotland-based fundraising consultant to provide senior, practical support to the CEO and fundraising team for an average of one day per week until the end of March 2027.

The successful consultant will work directly with staff and trustees to improve fundraising systems and processes, build relationships and make approaches, and increase confidence across the organisation to engage supporters. We aren't looking for a strategy document to sit on a shelf.

Given the one-day-a-week commitment, the consultant will agree priorities with the CEO at the outset. The role will involve reviewing and contributing across the areas outlined in this brief, with greater time and attention given to those with the strongest potential to generate income, strengthen fundraising relationships and build organisational capability. Priorities will be reviewed regularly and may change in response to organisational need and emerging opportunities.

The focus will be on practical implementation and tangible progress, leaving ELC with stronger systems, relationships, skills and confidence.

The consultant will not have line-management responsibility and will work alongside, rather than replace, the existing two-person fundraising team.

About You

We are looking for someone who is proactive, resourceful and happy to work with a broad range of stakeholders. We're a busy community hub, with staff, volunteers, tenants, clients, carers, visitors and customers so there's lots going on!

The consultant will bring particular expertise in areas such as major donor fundraising, legacy development, individual, corporate and community fundraising, while also helping the organisation identify and test new opportunities. It would be a bonus if you had knowledge and experience of engaging international audiences.

You'll be an experienced fundraising professional with a strong track record of developing income, building relationships and strengthening fundraising capability within charities and social impact organisations.

You combine strategic thinking with a practical, hands-on approach. You are comfortable developing a fundraising pipeline, identifying and cultivating prospective donors, making the ask and supporting colleagues to do the same.

You'll need to be an effective coach and collaborator who enjoys building confidence in others. You are comfortable working with CEOs, Trustees, staff and volunteers and helping an organisation develop a culture where fundraising is understood as everyone's responsibility.

You are commercially aware and focused on achieving a strong return on investment, with the ability to prioritise opportunities and avoid activity that is unlikely to generate sufficient value.

About the Fundraising Team

We have an established fundraising function with a strong track record of income generation. We raised £650,000 in 2025/26 and have a fundraising target of £587,000 for 2026/27.

Our fundraising team currently comprises an Interim Senior Fundraising Officer, with responsibility for individual giving, events and community fundraising, and a Trusts & Foundations Officer. We are also planning to recruit an Interim Communications Officer, who will strengthen our communications and digital capability.

We have a strong base of fundraising activity and relationships, particularly across trusts and foundations, alongside a broad range of other streams. Our next step is to develop the areas where we have the greatest potential for growth, with stronger fundraising pipelines and processes across all income streams.

We also want to build fundraising confidence across the organisation. Our frontline staff and volunteers have trusted relationships with clients and families, while our CEO, Trustees and wider staff team have networks and relationships that can contribute to fundraising. We want to equip people to recognise opportunities and talk confidently and appropriately about our impact and fundraising.

We are also considering our future CRM and supporter management systems. We want to ensure that we are tracking our activity and using data to the best effect.

Key Deliverables

Given the one-day-a-week commitment (roughly 25–26 days between now and end of March 2027), this is a focused role, not a full fundraising strategy overhaul. We expect the consultant to agree 2–3 priority areas with the CEO at the outset, drawing from the list below, and to concentrate the majority of their time there. The remaining areas are listed to give a sense of our wider ambitions and may be picked up only lightly, or not at all, depending on capacity and progress.

Our priority deliverables will support the achievement of our 2026/2027 fundraising target, including:

- Strengthening major donor and philanthropic fundraising, including prospect identification, cultivation, relationship development, approaches and support for significant asks.
- Developing corporate and community fundraising, including identifying new opportunities, strengthening propositions and relationships, and supporting a shift towards supporter-led community fundraising.
- Strengthening the legacy programme, including developing the legacy proposition, identifying and cultivating prospects, supporting appropriate legacy conversations and strengthening stewardship.
- Support the development of the membership programme, including acquisition, engagement, retention and understanding its income and wider supporter-development potential.

We would also like to:

- Explore new philanthropic and voluntary income opportunities, including those connected to Eric Liddell's Chinese heritage and networks, alongside other appropriate opportunities for diversification.
- Strengthen fundraising systems and processes, including CRM, supporter records, Gift Aid, pipeline management and reporting, and inform future CRM development.
- Improve donor care and supporter journeys, including thanking, stewardship, regular giving, appeals and appropriate opportunities to deepen supporter relationships.
- Embed learning and capability internally, providing practical tools, coaching, training and handover to the fundraising team, CEO, Trustees and relevant colleagues. This will include building confidence to identify opportunities, develop relationships and make appropriate fundraising approaches.

What success will look like

By the end of the assignment, the consultant will have helped the organisation to achieve measurable progress in agreed priority areas. Depending on the priorities selected, evidence of success may include:

- A working membership acquisition, engagement and retention plan.
- An integrated annual fundraising and supporter-communications calendar.
- Improved supporter records, pipelines and reporting.
- Tested and improved donor journeys and stewardship processes.
- A major-donor pipeline with agreed next actions.
- A legacy strategy and greater confidence among staff around legacy conversations.
- Fundraising materials being used with real supporters and prospects.

- Staff and Trustees more confident in identifying opportunities and making appropriate introductions and asks.
- Agreed systems, tools and processes embedded within the fundraising team.

How to apply

Please send:

- A short CV/portfolio outlining your relevant fundraising experience and previous consultancy work.
- A brief proposal (maximum two pages) setting out:
 - Your experience relevant to this role.
 - How you would approach the first 8–12 weeks, including how you would decide which priorities to focus on
 - Examples of tangible fundraising improvements or income you have helped deliver.
- Your availability to work one day week until 31 March 2027.
- Your proposed day rate, within the advertised range
- Two references who can comment on your fundraising expertise and approach. References will be taken up only for the preferred candidate and with prior agreement.

To arrange an informal discussion prior to application, or to send your application, please email Zsafia Molnar at molnarz@ericliddell.org.

The closing date is Sunday 27th September 2026. Please note that availability for informal discussions is limited and no appointments will be available after 18th September 2026.

Shortlisted candidates will be invited to an informal interview during the first week in October 2026.