



## **Magic Bus UK**

### **Fundraising Manager**

#### **(Trusts and Foundations, with Major Donor and Corporate Fundraising)**

Home-based with at least two days per week in central London

Salary: £38,000

Full-time (37.5 hours per week) with an option for 4 days per week.

#### About Magic Bus

Across India, Magic Bus supports underserved children and young people aged 12–25 to move confidently from childhood to livelihood. Through structured programmes, powered by the transformative potential of sport, we equip young people with the skills and access to opportunities needed to thrive in life and in the workplace.

Our adolescent and livelihood programmes are measurable, scalable and rooted in the realities of the communities we serve, delivering impact with genuine relevance. We work across entire ecosystems, engaging parents, families, schools, and communities to ensure young people are supported at every stage of their journey.

In February this year, we celebrated 27 years of impact, and today Magic Bus reaches over 4 million young people annually across India.

#### The Role

Magic Bus UK is at an exciting and pivotal stage of growth. This role will be central to achieving our ambitious targets and shaping our strategic development over the coming years, reporting directly to the Executive Director.

You will take the lead on developing and delivering our Trusts and Foundations fundraising strategy, bringing strong experience in securing grants, writing compelling applications, and stewarding funder relationships.

Alongside this, you will support Corporate and Major Donor fundraising, offering a unique opportunity to work across multiple income streams and play a central role in shaping Magic Bus UK's future growth.

## Key Responsibilities

- Lead the development and delivery of Magic Bus UK's Trusts and Foundations strategy, including identifying opportunities and writing high-quality applications and proposals.
- Support the Executive Director in delivering broader fundraising strategy, including Corporate Partnerships and Major Donor engagement.
- Lead the development and growth of the Magic Bus UK giving circle.
- Build and manage strong relationships with funders, ensuring excellent stewardship, reporting, and renewals, and delivering outstanding donor journeys.
- Work closely with the Magic Bus India team to align fundraising with programme needs and opportunities.
- Contribute to and lead the creation of compelling fundraising content for appeals, campaigns and donor communications.
- Support the development and delivery of fundraising events.
- Maintain accurate and up-to-date records on the CRM system.
- Track performance against income targets and KPIs.
- Support wider team activities where needed.

## Person Specification

### Essential:

- Proven experience in Trusts and Foundations fundraising, including prospect research, application writing, stewardship and reporting.
- Track record of securing high-value gifts from trusts, foundations and other income streams.
- Strong relationship management, negotiation and donor stewardship skills.
- Strategic, results-driven approach with experience of meeting or exceeding targets.
- Excellent written and verbal communication skills.
- Exceptional organisational skills, attention to detail and ability to manage multiple priorities.
- Strong analytical and reporting capabilities.
- Experience working in the non-profit sector.

### Desirable:

- An understanding of international development and the contexts in which we work.
- Familiarity with South Asia or a genuine interest in the region.
- Experience supporting education-focused programmes or organisations.
- Confidence working collaboratively across teams, geographies, and cultures.

- Comfortable using CRM and donor management systems to support effective fundraising.

### Why Join Magic Bus UK

This is a unique opportunity to join our organisation at a pivotal moment of growth, where you can shape fundraising strategy, build meaningful partnerships, and contribute directly to life-changing impact for young people in India.

### Benefits

We are committed to creating a supportive and inclusive working environment. Our offer includes:

- 25 days annual leave plus bank holidays (33 days total), pro-rated for part-time staff.
- Office closure between Christmas and New Year.
- Flexible and hybrid working arrangements.
- Private health insurance.
- Employer pension contribution.
- Training and professional development opportunities.
- Opportunity to visit India and experience Magic Bus programmes first-hand.
- A collaborative, mission-driven team culture.

### Diversity and Inclusion

Magic Bus UK is committed to building a diverse, inclusive and equitable organisation where everyone feels valued, respected, and able to contribute fully.

We welcome applications from people of all backgrounds, including all gender identities, ages, sexual orientations, ethnicities, nationalities, and religious beliefs (or none). We particularly encourage applications from individuals and communities that are underrepresented in the charity sector.

We recognise that talent and potential are not always reflected in traditional career paths. If you feel you meet most of the criteria but not every requirement, we would still strongly encourage you to apply.

We are committed to making our recruitment process accessible and inclusive. If you require any adjustments at any stage, please let us know; we will be happy to support you.

At Magic Bus UK, we believe that diversity of perspectives strengthens our work and helps us better serve the young people and communities we support.

To apply, please send your CV and a cover letter to [info@magicbusuk.org](mailto:info@magicbusuk.org)

by 27th April.