

## Surfers Against Sewage – Job Opportunity

<b>Job Title:</b>	Face to Face Senior Fundraiser
<b>Job purpose:</b>	To aid in leading a high performing face to face fundraising team to recruit new members to support Surfers Against Sewage with a regular monthly donation
<b>Reports to:</b>	Face to Face Fundraising Manager
<b>Salary:</b>	£10.50 p/h + commission + specific expenses
<b>Hours:</b>	4 - 5 days per week. Regular hours will be 9:30am to 5:30pm Thursday - Monday with 1 hour break for lunch. There will be the need to work outside of these hours dependant on the event. This should average out to 30 hours+ a week.
<b>Contract:</b>	3 month contract. Campaign period 10-weeks. Start date between 10 <sup>th</sup> - 14 <sup>th</sup> June 2019
<b>Probationary period:</b>	4 weeks
<b>Location:</b>	You will be based outside at events, festivals and beaches mostly in Cornwall and the South West of the UK

Surfers Against Sewage are looking for 1 Senior Fundraiser to take on the role of leading/enhancing a team of 6 outgoing and energetic Face to Face Fundraisers during our summer campaign and to lead from the front in recruiting new members to support our campaigns for the protection of our oceans, waves and beaches, and spread awareness about the issue of plastic pollution in our marine environment.

This opportunity would suit somebody who has previous experience in leading face to face fundraising teams, management of a low pressure sales team and a proven track record in face to face fundraising. They should also have some knowledge in training, coaching and performance management skills.

The candidate should be enthusiastic and confident in approaching and talking to people and who would like to spend their summer outside at events, festivals and at beaches fundraising for a unique environmental charity. An excellent verbal communicator, you'll be having inspiring conversations about SAS campaigns and giving people the opportunity to become regular financial supporters.

You'll be part of a small team of 8 people and receive full training for the role. This is your chance to shine and be a part of a high performing team dedicated to protecting oceans for the future!

### Senior Fundraiser

Supervise a team of F2F Fundraisers and support them to attract new members by:

- Providing ongoing on-site training and coaching and expertise in Face to face fundraising techniques, objection handling, codes of conduct and day to day operations
- Ensuring team members are familiar with and can use appropriate fundraising techniques
- Keeping the team motivated and ensure that they behave in a disciplined manner
- Quickly identifying and reporting issues to the Face to face Fundraising Manager
- Keeping up to date with SAS news and campaigns
- Ensure the effective and accurate administration and processing of personal and team sign ups and completing the relevant paperwork and inputting of data when necessary
- Assist with other fundraising or campaigning activities as directed by the Face to face fundraising Manager

### Membership

- Approach individuals at summer events, festivals and beach locations to have inspiring conversations about SAS campaigns and encourage individuals to join as members and pledge a regular monthly direct debit donation
- Organise mini beach cleans and family beach activities during the day
- Ensure membership sign up forms are fully and accurately completed
- Be flexible with your working hours and available to work over the summer holidays from the middle of June to the middle of September, including weekends and overnight stays at events or in other parts of the country
- Represent Surfers Against Sewage in a professional manner to all people you come across when on duty
- Provide timely and relevant feedback about locations and from members of the public to the Fundraising Manager
- On location, liaise with the event organiser or beach owner to ensure SAS are well represented
- Comply with the Data Protection Act; including the keeping of records securely to protect the confidentiality of any information disclosed, retaining no records of any new members or donors after submitting the forms to the SAS office & after confirmation of receipt has been received
- You will need access to your own transport to be able to get to various locations around Cornwall and Devon
- Fill out daily time sheets and score sheets, be responsible for tracking your own sign ups, call backs and reporting to your manager

### General

- Adopt a positive approach to personal and professional development; engaging in one to one meetings and relevant training.
- To be aware of, and act on, relevant health and safety responsibilities as an employee of SURFERS AGAINST SEWAGE and adhere to these wherever you are working.
- To maintain confidentiality in all areas of work at SURFERS AGAINST SEWAGE.
- To carry out any other duties as are within the scope, spirit and purpose of the post as requested by your line manager or any other member of the SURFERS AGAINST SEWAGE team.

### PERSON SPECIFICATION

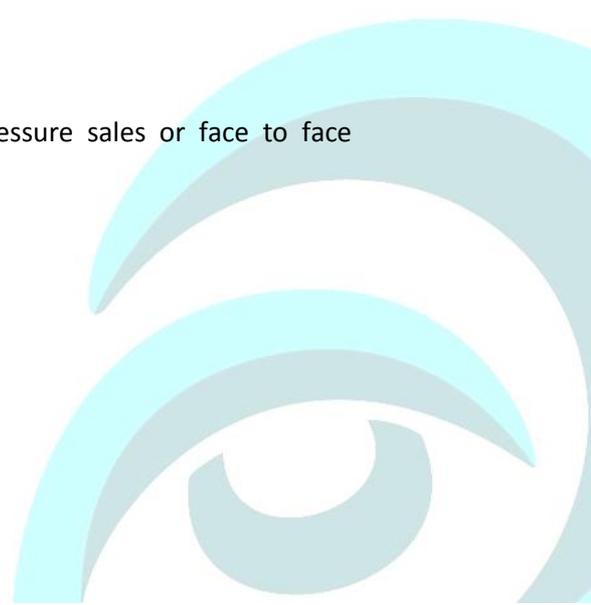
#### Essential

- Excellent verbal communication skills
- Confidence to approach and build rapport with members of the public
- Great attention to detail and administrative skills - very punctual
- Team-player
- Self –motivated
- Reliable - transparent
- Resilient
- Enthusiastic
- Well organised
- A full driving licence
- Access to a vehicle to get to and from work

\*Due to safeguarding legislation we are unable to offer the role to anyone under the age of 18 at the start of the season (June 10)

#### Desirable

- Management / training / coaching of a small low pressure sales or face to face fundraising team
- Previous face to face fundraising experience
- An interest in marine conservation
- A knowledge of the work of Surfers Against Sewage





**Surfers Against Sewage**  
Unit 2, Wheal Kitty Workshops  
St Agnes, Cornwall, TR5 ORD

**T:** 01872 553 001    **F:** 01872 552 615  
**E:** [info@sas.org.uk](mailto:info@sas.org.uk)    **W:** [www.sas.org.uk](http://www.sas.org.uk)

**If you are interested in applying for this position, please return your CV and covering letter outlining your suitability & experience for the role to: [harrie@sas.org.uk](mailto:harrie@sas.org.uk)**

- The closing date for applications is 23:59 Monday 15<sup>th</sup> April 2019.
- Interviews will be during the weeks commencing 6<sup>th</sup> & 13<sup>th</sup> May 2019
- Roles commence between Monday 10<sup>th</sup> & Friday 14<sup>th</sup> June 2019

Surfers Against Sewage values diversity and is committed to equality of opportunity and welcomes applications from all sections of the community.

