

Hear Me Out

Individual Giving freelance role

- **Position:** Individual Giving Consultant (Freelance / Contract)
- **Hours:** 1 day per week (flexible, ongoing basis)
- **Start date:** As early as possible in October
- **Location:** Hybrid: mostly remote, but some in-person presence at office in London E1
- **Reports to:** Director
- **Rate:** Please note the day rate for this role is currently £260

About Hear Me Out

Hear Me Out is a small charity that uses music-making to support people held in immigration detention centres and related facilities like asylum hotels, and to build understanding and solidarity with people in the wider community. Most of our income is from grants, but we also rely increasingly on the generosity of individual supporters who share our vision and believe in the power of music to transform lives.

Role overview

We are seeking an experienced Individual Giving Consultant to support the continued growth and development of Hear Me Out's fundraising. Working one day per week on an ongoing basis, you will focus on building and strengthening relationships with individual supporters, running campaigns, developing new opportunities for giving, and ensuring we maximise income from this vital funding stream.

Key responsibilities

- Manage relationships with existing supporters, ensuring they feel valued and engaged.
- Grow the pool of individual donors through targeted campaigns, appeals, and stewardship.
- Increase the value of gifts from key existing donors.
- Support the development of major donor relationships, including cultivation, engagement, and asks.
- Plan and deliver matched funding and other donor-led campaigns (e.g. The Big Give).
- Draft compelling communications and donor materials (letters, updates, campaign copy)
- Liaise with the Communications Manager on the creation of video and other materials for appeals.
- Monitor and evaluate progress against agreed targets, providing regular reports to the Director/Board.
- Work closely with the wider team to align fundraising activity with projects and organisational priorities.

Skills & experience

We are looking for someone who has:

- A proven track record of success in Individual Giving and/or major donor fundraising.

- Excellent communication and relationship-building skills.
- Experience in developing and delivering donor campaigns (e.g. matched funding, Big Give).
- Strong organisational skills, with the ability to manage priorities within limited time.
- Confidence in donor stewardship and making tailored, inspiring asks.
- A proactive, strategic approach with the ability to spot opportunities for growth.
- Passion for Hear Me Out's mission and values.

What we offer

- Flexible working arrangements (remote/hybrid).
- The opportunity to shape and continue to grow a vital area of Hear Me Out's fundraising.
- A collaborative and supportive working relationship with the Director and team.
- A role where your expertise will directly contribute to the sustainability and impact of our work.

If you're interested

As a first step please email John Speyer, the Director (john@hearmeoutmusic.org.uk) with:

- Your CV (or equivalent experience summary) and any links to information about your work
- Some information about the experience you would bring and your approach to the role
- Please also confirm whether you are happy with the above day rate

If it looks like a good fit, we'll set up a call where we can talk more about Hear Me Out's current context, your experience, and the role. You'll have a chance then to ask any questions you may have.

Thank you!