

Job Description – Challenge Events & Community Fundraising Manager (Scotland-wide)

The Role: You will be delivering our mission to give everyone the chance to feel unstoppable.

As the Challenge Events & Community Fundraising Manager, you'll be right at the heart of our team's efforts to make sure no one affected by spina bifida or hydrocephalus feels alone.

Each year, we aim to raise over £1.2 million through multiple fundraising streams to support our essential services. We have exciting plans to grow our income and service reach over the next four years. Your mission will be to generate income by creating partnerships with charities, supporters and community groups. You will lead and line managing the team in innovation and third-party challenge events across Scotland.

You will be leading some of the most high-profile fundraising events in the country, including the Strathclyde Zipline (formerly Zipline the Clyde), the Falkirk Wheel Abseil and the Port of Leith Abseil.

This is an exciting and creative role where you will lead the Schools & Community Fundraiser, Events & Community Fundraiser and Fundraising Assistant to implement your joint fundraising strategies.

As you grow your fundraising success, you'll have the chance to shape your own career path. At SBH Scotland we believe in rewarding success and encouraging staff to fulfil their potential. You'll also be part of an experienced team to support you every step of the way.

What SBH Scotland can offer you

Flexibility – We offer flexible working, including the opportunity to work from home or around caring responsibilities.

Supportive colleagues supporting you to express yourself – Staff scored SBH Scotland 8 out of 10 for being supportive in taking risks with new ideas.

We also offer: Workplace pension scheme; salary sacrifice scheme; death in service benefit; paid Carers Leave; 30 days annual leave entitlement and 4 days Public Holidays; an additional day off for your birthday and wellbeing days.

We welcome applications from disabled people and those with lived experience of disability or caring responsibilities. SBH Scotland is a Real Living Wage and Disability Confident Employer.

Reporting to: Head of Fundraising and Communications

Place of Work: Hybrid office/home-working model with base being the Dan Young Building, Dullatur G68 0LS. Occasional travel within Scotland to accommodate needs of fundraising.

Working Hours: The role is 35 hours across 5 days (can be discussed). Normal work hours are 9.00am to 4.30pm. The role will necessitate working some hours out with normal office hours, including evening and some weekends.

Salary: £36,139

Driving license and access to a car is essential for this role.

Responsible to: Head of Fundraising and Communications

Closing Date: Thursday July 2nd 2026

Interview Date: Tuesday 7th or Wednesday 8th July 2026

Key Duties and Responsibilities

To be as unstoppable as the people we support.

- Use your creativity to lead the development of new events and activities and maximise net income from our existing portfolio.
- Work with the Head of Fundraising and Communications to deliver the charity's five-year strategic plan, 2025–2030.
- Develop community fundraising income streams, including a Scotland-wide portfolio of challenge and sponsorship events such as Kiltwalk, Edinburgh Marathon and DIY events.
- Work occasional evenings and weekends as required by the nature of fundraising events.

To be a team player who unifies people around our cause.

- Unify fundraisers, service users and local businesses to get behind your initiatives.
- Working with communications team colleagues to develop and deliver marketing plans for events and activities.

- Lead on delivering donor-centric communications as part of the donor journey, bringing the cause closer to supporters.
- Work with finance team colleagues to ensure adherence to finance policies, develop budgets and monitor performance against budgets.

A commitment to continuous learning and improvement

- Provide regular performance and budget reports to the Head of Fundraising and Communications.
- Show constant commitment to the core principles of great fundraising.
- Support and inspire your team to develop and succeed in their roles.
- Undertake any other reasonable duties appropriate to the grade of the post.

Person Specification

	Essential	Desirable
Qualifications/ Education	<ul style="list-style-type: none"> • Educated to Higher Level 	<ul style="list-style-type: none"> • Fundraising/Events Training
Experience	<ul style="list-style-type: none"> • Experience in professional fundraising and event management. • Experience across fundraising activities, especially challenge events and community/volunteer fundraising. • Proven track record of growing fundraising income and identifying growth opportunities. • Strong relationship-building skills within teams and across the wider organisation. • Experience working to financial targets, with knowledge of budgeting. 	<ul style="list-style-type: none"> • Experience of marketing fundraising activities to existing and new supporters through a range of communication channels including social media platforms. • Experience of Staff Management.
Knowledge and Skills	<ul style="list-style-type: none"> • Knowledge of the Fundraising market in Scotland. • Ability to research and make a business case for the introduction of new income streams with projected income and expenditure. • Excellent prioritisation and organisational skills. • Multi-level Communication Skills. • Working experience of Microsoft Office Suite. 	<ul style="list-style-type: none"> • Knowledge of working with Raisers Edge Fundraising Database. • Knowledge of working with Canva.
Personal Qualities	<ul style="list-style-type: none"> • Confident, enthusiastic and adaptable. • Innovative with a willingness to learn new skills. • Ability to respond positively to new situations. • Dynamic, motivated and proactive with the capacity to use own initiative and to be part of a team. 	
Circumstances	<ul style="list-style-type: none"> • Able to work flexibly outside normal working hours. 	