



Job Title: Trusts & Foundations Manager

Salary: £30,000 to increase to £32,000 after probation

Hours: 35 hours per week, 5 days per week

Location: Option either to be located at our site in Ockbrook, Derby or a remote location in the South of England with access to London

Reports to: Head of Trusts and Statutory Fundraising

Closing date: Friday 17 October 2025

Job purpose: The Trusts & Foundations Manager role will predominantly support the work of the Trusts Team in implementing the trusts strategy, to meet ambitious annual income targets for the charity, mainly focused on revenue funding. The role will also provide additional support to the Capital Appeal Director for our capital programme. The Trusts and Foundations Manager will research, write and submit bids to secure funding for the transformational work of Over The Wall Camp.

Main Duties and Responsibilities

- Work with the Head of Trusts and Statutory Fundraising to implement a comprehensive trusts funding strategy to meet annual income targets
- Develop and submit trust applications to a range of different funders (current and prospective)
- Work with the Capital Appeals Director to support applications for funding from new and existing funders for our capital programme
- Build and maintain strong relationships with a portfolio of trust, statutory and occasionally corporate grant-based funders, (current and prospective)
- Identify new prospects for the funding pipeline and make new approaches
- Ensure all grants are promptly and appropriately thanked, recorded and acknowledged
- Provide comprehensive and tailored reports
- Ensure all communication with supporters and prospective donors is recorded and logged accurately within our CRM and other systems

- Contribute positively to the Development team, working collaboratively on the development of robust cases for support, sharing information and ensuring approaches are coordinated effectively
- Adhere to the highest standards of fundraising best practice and ensure all activities comply with the relevant data protection and other legislation

How to apply

Please email an up-to-date CV and covering letter to recruitment@otw.org.uk.