

<b>Knowledge &amp; skills required</b>	<b>Essential</b>	<b>Desirable</b>
Proven ability to achieve income targets	Yes	
Significant experience and proven track record of raising significant amounts of funds from a variety of sources in a voluntary sector environment via detailed, well-written proposals.		Yes.
Excellent written and verbal communications skills, interpersonal skills and presentation skills. Must have experience of using IT i.e. word processing, spreadsheets, presentation aids and databases.	Yes	
Ability to work on own initiative and to review, monitor and evaluate performance against set targets.	Yes	
Ability to maintain records and analyse statistics as well as gather quantitative/qualitative information to support proposals.	Yes	
Understanding of the organisation and empathy to the needs of the client group.	Yes	
Drive, enthusiasm and a sense of humour.	Yes	
Resilience and determination and the ability to 'bounce back' after set-backs.	Yes	
Ability to think creativity in order to frame requests in ways which will capture the interest and support of potential donors.	Yes	
Ability to understand the vision for the organisation and contribute to the development of improved services.	Yes	
Willing to work flexible hours to maximise the opportunities presented to the organisation.		Yes