Student Fundraiser Job Description

**2023 Annual Telethon Campaign, Department of Development & Alumni Relations**

If you like a good chat, are interested in people, are a team player and want to gain some valuable experience raising money for a great cause, this could be the perfect job for you.

Working from home over a 6-week period you’ll be calling Bath graduates (alumni) to talk about valuable and innovative work alumni donations support. You’ll ask them to become a new supporter or increase their existing donations and also provide the latest Bath news, information on events and ensure we have their up-to-date contact details.

Last year our Student Fundraisers spoke to over 3,000 alumni, raising over £180,000. And the campaign isn’t just about raising much needed funds, you’ll be reconnecting many alumni with the university, finding out more about them and their interests and gaining some valuable insight into life after graduation.

*“It's really nice how some alumni take the time out of their obviously very tight schedules to have a conversation with a student like me. There’s a connection between us in the form of Bath itself. By contributing to the Alumni Fund, they’re helping the next generation of students on the same path. It brings their journey full circle.”*

**Fardeen (MSc Operations, Logistics & Supply Chain Management 2022)**

Thanks to the support of our alumni, over 50 current students have been awarded a scholarship to support their studies, academics have received funding to research into new treatments for cancer and student clubs/societies have been able to invest in new equipment.

**Key dates**

We are now recruiting for our Spring 2023 campaign, starting in early February. You’ll complete a mandatory, fun and interactive training weekend on **11/12th February** before starting your 3 calling shifts per week (approximately 10-15 hours in total) from **13th February to 26th March**. At least one of your weekly shifts needs to be on a Saturday or Sunday.

**Salary**

The salary is £10.61 (£11.89 incl holiday pay) and there are prizes to be won at each shift (usually a £10 Amazon voucher) as well as an extra thank you payment for everyone who successfully completes all their shifts over the 6-week campaign.

**To Apply**

1. Check your availability for the training weekend (both Sat and Sunday) and for 3 shifts a week
2. Make sure you have a valid passport and, if not a UK/Irish citizen, are able to provide proof of your right to work by completing the Home Office Online Checking Service
3. Complete our application form [insert link]. Please note, your application details will be passed to a third party organisation (Buffalo Fundraising Ltd) for review.
4. Successful applicants will be invited to complete a short telephone exercise and then selection session.
5. Passports must be provided in-person on campus before the selection sessions on 16/17th January.

**Job Requirements**

* Be an ambassador for the University of Bath, conveying a positive impression of the University.
* Represent the University in a professional manner and handle each phone call with courtesy, tact and sensitivity.
* Display an enthusiastic, responsible and committed attitude towards the role and the team.
* Work to achieve campaign fundraising and calling targets.
* Treat all the information you receive eg alumni personal details, with care, maintain accuracy and ensure confidentiality is maintained (you will be required to sign and adhere to the university’s data security policy)
* Adhere to employment expectations and performance standards including working a set number of shifts per week, each week. Fundraisers should be **asking for and negotiating donations** in each call but respecting the wishes of our alumni and not pressurising. Our focus is on building strong, life-long relationships with graduates and friends and inspiring them to give to Bath, if not now, in the future.

**Person Specification**

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| Essential | Current Bath student (not on a placement) and UK based. Eligible to work in the UK. |
| Ability to work three shifts per week  |
| Available to work for the duration of the campaign: 11th February – 26th March 2023 |
| Available to attend **both** training days: Saturday 11th and Sunday 12th February  |
| Excellent spoken and written English  |
| Strong attention to detail and accuracy  |
| Excellent communication skills |
| Excellent listening skills  |
| Ability to use your own initiative in a variety of situations  |
| Ability to work independently towards targets |
| Strong involvement in student life |
| Confident, friendly and positive disposition  |
| Reliable, hardworking and dedicated  |
| Ability to manage university workload and job commitments  |
| Experience of dealing with people from a wide range of background and building rapport  |
| Good general knowledge about the university and city of Bath, with a willingness to learn more  |
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| Desirable | Record of supporting charitable initiatives |
| Competent IT skills |
| Negotiation and persuasion skills  |
| Creative thinking skills |
| Understanding of importance of data protection  |

**Please note that previous experience of a similar role is NOT necessary.**

**Pay, benefits and expectations**

All Student Fundraisers are paid £10.61 per hour (£11.89 incl holiday pay). Payment is by bank transfer, monthly in arrears.

Calling is carried out remotely from home so you will need a suitably quiet place to work where you won’t be disturbed and a laptop and headphones for making calls.

**More information**

Please visit this page [https://www.bath.ac.uk/guides/spring-telethon-2023](https://www.bath.ac.uk/guides/spring-telethon-2023/) or contact John Richardson jdr55@bath.ac.uk, Fundraising & Engagement Coordinator, Development and Alumni Relations.