



Fundraising Executive

Location: Murtle Estate, Bieldside, Aberdeen (with flexibility for occasional remote working)

Salary: £32,000 - £35,000 per annum (depending on experience)

Contract: Full-time, permanent (37.5 hours per week)

Holidays: 34 days (including public holidays)

Pension: 3% employer / 5% employee contribution

Reporting to: Fundraising Manager

PVG check required

About Camphill Estates

Camphill Estates (Charity No. SC012065) provides land and property stewardship to four partner Camphill charities in Aberdeen City and Shire: Beannachar, Camphill School Aberdeen, Camphill Wellbeing Trust and Simeon Care for the Elderly.

Through strategic stewardship and professional fundraising support, Camphill Estates enables these charities to continue their life-changing work to support people with and without complex needs to live meaningful, fulfilling lives within inclusive communities.

You'll be based at the beautiful Murtle Estate, part of a thriving Camphill community, and will have the opportunity to visit and collaborate with each of the partner charities. We offer a welcoming and supportive working culture that values collaboration, integrity and ambition.

About the Role

We are seeking a talented, confident and motivated Fundraising Executive to join our growing fundraising/development team at Camphill Estates. You will play a key role in a variety of fundraising functions. You will oversee our corporate volunteering programme, attend networking events, deliver presentations to external groups, write compelling bids and reports to Trusts and provide support with event and PR work when required. Training can be provided to support the successful candidate.

Working closely with the Fundraising Manager, Senior Fundraising Executive and wider team, you will meet with corporates both for volunteering days and at networking events, ensuring relationships are developed, you will research potential funders and prepare high-quality applications and reports, and you will provide support for other fundraising functions. This is an excellent opportunity for a proactive fundraiser to further develop their skills within a supportive, mission-led organisation that makes a real difference in people's lives.

What am I fundraising for?

You will be fundraising for a mixture of capital and revenue projects for our four Camphill charities, including a multi-million-pound extension of the care home, refurbishments of buildings for residential care and vocational workshops, and equipment such as solar panels, polytunnels, and basket swings, as well as staff salaries. This variety makes our fundraising exciting, with funding asks ranging from a few hundred pounds to six figures. We approach



fundraising as a collective effort - celebrating our wins and learning from our losses together as a team. We also often join various community events and festivals to get involved and be very much part of the Camphill family in Aberdeen.

By being based onsite and regularly traveling to each charity, you get to know and build relationships with the people you are supporting and can see first hand the real and lasting difference our funding makes. We are very fortunate to be able to physically show people what we do and not just talk about it – one of our greatest assets.

Key Responsibilities

- Manage and develop the growth of income from local organisations.
- Identify, create and develop long-term relationships with local business leaders, companies and community groups.
- Support corporate volunteering and provide support at both on and offsite events.
- Producing compelling proposals and delivering presentations to attract and retain corporate partners.
- Attend local networking events.
- Research and identify relevant trusts, foundations and public funders.
- Develop and maintain a strong and diverse pipeline of funding opportunities.
- Write and submit well-crafted funding proposals and reports tailored to each corporate/funder's criteria.
- Support the stewardship of corporates and trusts through regular communication, reporting and relationship management.
- Collaborate with colleagues and partner charities to gather project information, stories, and impact data.
- Maintain accurate records of fundraising activity using Salesforce CRM.
- Contribute to wider team fundraising activity, including events and PR engagement, as required.
- Ensure regulatory compliance and keep up to date with trends in the sector e.g ESG principles.

What We're Looking For

- Excellent interpersonal skills, with a positive attitude and a friendly, approachable manner.
- A motivating, empathetic and persuasive communicator with excellent networking skills.
- Self-starter with excellent organisational skills and ability to deliver results.

- Ability to build and maintain long term relationships.
 - Previous fundraising experience would be advantageous but not essential. Training can be provided.
 - Ability to write compelling funding applications and reports.
 - Strong research and analytical skills with attention to detail.
 - Excellent written and verbal communication and storytelling ability.
 - Ability to manage multiple deadlines and priorities effectively.
 - A proactive, adaptable and collaborative approach to teamwork.
 - A team player who is comfortable working within a small team and can adapt to changing priorities and team needs.
 - Good IT skills, with experience using Microsoft 365 and CRM systems (Salesforce desirable).
 - A willingness to carry out any other ad hoc duties required.
 - Strong time management skills with the ability to work flexibly when required.
 - Knowledge or interest in the third sector, particularly in social care, learning disabilities or education.
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The Benefits

- 34 days annual leave (including public holidays)
 - 3% employer / 5% employee pension contributions
 - Flexible working hours within a 37.5-hour week
 - Hybrid working arrangements
 - Supportive and inclusive team culture
 - Beautiful working environment on a historic estate
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Future Opportunities

This is a fantastic role for someone looking to develop their fundraising career. There will be potential opportunities in the future for progression into more senior roles or to specialise in areas such as corporate, trusts or major donor fundraising as the team continues to grow.

Person Specification

Essential

- Minimum of two years' experience in roles requiring excellent communication skills.
- Strong interpersonal and relationship-building skills.
- Proven track record of being a motivating communicator with excellent networking skills.
- Strong writing skills.
- Excellent organisational skills and attention to detail
- Ability to manage multiple projects and meet deadlines
- Collaborative and adaptable approach

Desirable

- Minimum of two years' experience in fundraising.
- Ability to research, write and submit successful funding applications.
- Familiarity with Scottish charitable funders
- Knowledge of social care, learning disability or education sectors

How to Apply

To apply, please send your CV and a one page covering letter explaining your interest in and suitability for the role to admin@camphillestates.org.uk

Any informal enquiries please contact Andrew@camphillestates.org.uk

Closing date: Tuesday 21 July 2026 at Midnight.

Interviews: Monday and Tuesday 27th and 28th July 2026.