One Can Trust Trustee Role Description: Fundraising & Income Generation (Charity and CIC)

Overview

One Can Trust is recruiting a Trustee with strong fundraising, income diversification or corporate partnership experience to join both the charity Board and the Board of our Community Interest Company (CIC). Together, these boards oversee the charity's mission and the CIC's trading activity (Hills Café), ensuring both entities contribute to a sustainable future.

The charity has grown rapidly in scale and scope, with operating costs and income needs rising almost tenfold. The Board recognises that income generation is a critical strategic priority, and we are looking for a Trustee who can help guide, challenge and support this work. This trustee will help ensure One Can Trust can continue delivering outstanding frontline services while building a resilient, diversified income base across both the charity and the CIC.

For more information about One Can Trust and our 2026–29 strategy, please visit our website www.onecantrust.org.uk

Key Responsibilities

Strategic Income Leadership

- Guide board thinking on income diversification: grants, corporate partnerships, community fundraising, digital fundraising and commercial opportunities.
- Support development of a sustainable long-term income strategy aligned with the 2026–29 strategy.
- Provide constructive challenge and assurance on financial sustainability and income-related risks.

Fundraising & Development Oversight

- Advise on new funding opportunities and emerging trends.
- Support the CEO, fundraising contractors and the CIC team with developing high-quality bids, proposals and reporting.
- Strengthen corporate partnership development, including tiered sponsorship models.
- Champion donor stewardship and relationship building.

Governance & Assurance

- Contribute to Board discussions on strategic capacity, investment decisions and prioritisation of income-related initiatives.
- Assess whether organisational capacity is sufficient to deliver income ambitions across both the charity and the CIC.

Ambassadorial Role

- Act as a visible advocate for One Can Trust and the CIC.
- Help open doors to potential funders, partners, businesses and philanthropic supporters.

Who We're Looking For

We are seeking someone who brings:

- Senior experience in fundraising, business development, corporate partnerships, philanthropy, marketing or income generation.
- A strategic mindset with the ability to balance ambition and financial sustainability.
- Confidence interpreting financial information and assessing income-related risks.
- Strong relationship-building skills and willingness to support external engagement.
- Commitment to One Can Trust's mission and values.

Time Commitment

Around 2-3 days per month, including:

- Six in-person charity Board meetings per year
- CIC Board meetings (frequency to be agreed)
- Ad-hoc support to the CEO or Chair
- Email engagement between meetings
- Standard trustee duties across both boards

How to Apply

To express interest or arrange an informal conversation, please get in touch with our Chair, Kerri Byrne (kerri.byrne@onecantrust.org.uk)