

Want to be a part of something fantastic?

Shape Change

in mental health



About the charity

Open Door is one of Merseyside's most dynamic and progressive independent charities committed to shaping change in Mental Health. Based in Birkenhead, we deliver a holistic and creative programme of services that support the wellbeing and mental health of young people and families, using innovation, arts, and culture as a catalyst for change. All our programmes are free of charge, and we have no waiting lists; we are committed to providing free, fast, and effective mental health support at the point that people need it most. Our beneficiaries join our organisation as 'members' and can access a wide range of services including workshops, activities, and individual support. Our offer is engaging and versatile, providing choices that aren't available through conventional Mental Health services.



We apply creativity and innovation to everything that we do; our services are led by a dynamic team of staff and trained peer mentors who, using their own personal experiences and a range of effective tools and programmes, support individuals through to better times. We have two main sites in Birkenhead and over the past 12 years, have grown to become one of the largest independent providers of talking therapies in Merseyside and one of the most progressive organisations of its kind in the UK (we were awarded the Queens Award for Voluntary Service in the 2019 Honours List and the Investing in Volunteers Chartermark in 2020).

Open Door is all about empowerment, culture, and opportunity. Not only do we offer support services for our members, but we also provide our local community with a creative and social space – the Bloom Building - where we offer hot desking, workshops, and tenancies. We host an art gallery, an eclectic events programme and a network of cultural and health partners who work together with Open Door to co-create a vibrant programme of activities for new and existing Members, taking mental health support out of traditional, clinical models and into the heart of engaging, non-stigmatising arts and culture.

Our organisational values are:

- Human
- Fire
- Visionary
- Professionalism

Our vision

What we hope to achieve in the longer term

Together our members, mentors and staff transform cultures around mental health. The times when we need support become moments of meaningful change. We all have opportunities to connect with brilliant people, transformative tools, and inspirational places.



Our mission

Why we are here and what we do

Open Door exists to shape meaningful change in mental health. We create inclusive communities, joyful places and evidence-based programmes that empower people to be mentally well. What we do first-hand in Merseyside, we share with others, inspiring change across the UK. Creativity and shared experience are at the heart of everything we do; we innovate, we collaborate, and we push for lasting change.



"Open Door Charity has, over the last 12 years, shone a light on the positive impact that communities can have in the world when the people within them come together to exact real change. By building negative life experience into a positive outcome in the lives of others, we can rewrite the mental health agenda and co-create truly progressive and impactful resources.

What started as a grassroots, modest concept has grown on Wirral to become a key player in the mental health, culture, and voluntary fields. We now influence strategy within statutory working, work with the LA and NHS to help to unpick traditional problems which exist within Wirral and provide dynamic, impactful support and culture events and activities free of charge with no waiting lists.

We are now at a transition point, one in which we are moving from being a regionally significant voice in this sector to an organisation which influences nationally. At the same time strengthening and reinvigorating our Wirral provisions. To make this a success we much recruit exceptional people into new and exciting roles and would love you to be involved".

Lee Pennington - Director, Open Door Charity

A Place to Develop

Open Door Charity strives to be the best job you ever have. We understand when you recruit passionate, driven, and ambitious people, we won't be the last stop in your career journey. We are committed to ensuring your time with us is as transformational and developmental as it can be.

The ways we achieve this include:

- Access to networking events within the third sector and beyond.
- Access to training opportunities within your role.
- Regular 1-to-1 meetings with your line manager.

Alumni Network

At Open Door Charity, we offer all staff who move on to new roles the chance to join our Staff Alumni Network. Joining this network gives you the ability to maintain contact with the Charity as you move forward in your career and make use of some of the benefits that we have to offer. Some of the things that you have access to even when you move on from your role in Open Door Charity include:

- Access to training.
- Networking events for both alumni and current Open Door staff.
- Discounts - Events at Bloom, coffee, t-shirts.
- Being part of a knowledge network of many other Open Door Charity alumni.



Impact

We have over 100 beneficiaries accessing our service per week across all our projects. Our bespoke therapeutic intervention 'Bazaar – A Market Place for the Mind', supports 50 young people and young adults per week. This therapeutic intervention is delivered by our currently 40 strong team of all-important peer mentors delivering our services. 92% of our members said their life would be worse off if it wasn't for Open Door and 100% of members said the local area would be negatively affected without Open Door Charity.

We supported more than 900 people this year and have been able to respond to the current mental health crisis with innovation and courage. Our average reduction of symptoms in anxiety and depression outcomes are 50% by the end of the 8-session programme and suicidal ideation also significantly reduces on average by 80%.

We have approximately engaged 7,000 members of the public in our outreach projects, events, gigs, film nights, art workshops, comedy nights and the gallery space since November 2022.

Our Future

Open Door Charity has been through a significant period of development over the past three years; we've taken on new projects and commissioned services supporting families and care experienced young people, we've significantly grown our staff and volunteer team and operate from two main sites in Birkenhead. We have just established a new senior leadership team, are governed by a strong board of trustees and have recently celebrated our ten-year anniversary. We have some exciting projects in the pipeline and now is a great time to join the Open Door Charity.





Role: Grants & Trusts Fundraising Lead

Working pattern: 9-5pm, Monday - Friday

Location: Bloom Building

Contract type: Permanent (dependent on passing a successful 3-month probationary period, demonstrating ODC values and excellent execution of responsibilities).

Reports to: Head of Development

Salary: £28,000 - £32,000

Other benefits:

- 25 days annual leave (excluding bank holidays)
- Discretionary shut down days at Christmas
- £20 monthly wellbeing budget
- Weekly yoga
- Opportunity to take part in team away days
- Cycle to work scheme



Grants and Trusts Fundraising Lead

Overview of role

The Grants and Trusts Fundraising Lead will play a hugely important role in maximising income and facilitating growth for Open Door's work from charitable trusts and foundations. Through the creation of high-quality grant applications, the successful candidate will build on our strong existing pipeline, basing their work on research into a funders criteria and priorities and managing excellent post-grant relationships.

This is a key position within a high-performing and supportive Fundraising team. We are building for an exciting future of which you will deliver the day-to-day planning of our trusts' fundraising strategy and management, and work alongside our Head of Development, and Fundraising Lead, to deliver Open Door's ambitious business strategy and yearly financial outcomes.

Open Door has undergone an important period of growth, responding to the rising need of mental health support. The role will be based at the charity's vibrant and dynamic home, the Bloom Building, and poses the opportunity to work flexibly with the diverse communities of Liverpool.

The appointed candidate will have an active presence liaising and working with different stakeholders both internally and externally to the organisation and will provide the Head of Development with appropriate updates with regards to operations and pipeline updates.

The role will work collaboratively across the organisation to identify and develop funding opportunities by building a range of profitable and mutually beneficial external relationships.



Duties and Responsibilities

- Secure funds to an agreed annual target within the fundraising strategy
- Build, manage and track a strong pipeline of individual trusts and foundations that are matched with Open's Door values and mission.
- Writing and submitting high-quality, compelling, funding applications to a range of potential donors
- Establish and maintain collaborative relationships with internal colleagues and external partners, in particular with our critical services team.
- Fostering long-term positive relationships with trusts and foundations
- Be an integral part of the team and attend company meetings, exhibitions, conferences, and seminars where necessary.
- Represent Open Door at internal and external meetings/events, including pitch presentations, negotiations and competitive dialogue.
- Complete additional training as required to improve professional knowledge, skills and self-development.
- Maintain accurate funding information on internal databases in line with national regulations.
- Keep up to date on best practice within the charity sector, in particular within the fundraising world.



You will be a great fit if...

You have this experience:

- Demonstrable track record of securing income through the submission of compelling and persuasive funding applications (E)
- Substantial experience in bid preparation (E)
- Excellent communication skills, both written and verbally, ensure you present information clearly, concisely and can tailor to different audiences and stakeholders (E)
- Proven ability to prioritise and manage a varied workload, taking initiative and often working to conflicting deadlines (E)
- Proven track record of nurturing and managing relationships (E)
- Experience of networking and presenting (D)
- Experience of writing and securing capital funding applications (D)
- Experience working within a charitable organisation (D)

You have these skills:

- Excellent written and verbal skills and presentation skills (E)
- Excellent knowledge and awareness of effective pipeline development in line with our fundraising strategy (E)
- Innovative approach to problem solving and ability to use own initiative to overcome challenges and risks (E)
- Excellent understanding of industry trends and priorities (E)
- Ability to manage and nurture long-term relationships with partners providing excellent customer service and focusing on growth of opportunities (E)
- High level of numeracy (E)
- Experience using a CRM (E)
- Work planning, time management, and delegation skills (E)
- High standard of IT skills including, Word, Excel, Outlook (E)
- Attention to detail (E)
- Ability to cope with multiple demands and deadlines and maintain a consistently high standard of work (E)
- Ability to think strategically and translate strategy into tangible actions (E)



You demonstrate these behaviours:

- Self-starter and self-motivated, with the ability to work both independently and collaboratively with team members and colleagues (E)
- An ability to think laterally and creatively, and drive to make a real difference (E)
- Personal, professional and able to comfortably communicate with a variety of stakeholders, tailoring communication and influencing style accordingly (E)
- Understanding and empathic (E)
- Calm under pressure, excellent multi-tasker and project manager (E)
- Flexible and responsive, effectively seeking solutions and solving problems (E)
- An ability to analyse information quickly and communicate in a concise and articulate manner (E)
- Passionate, enthusiastic and empathetic (E)
- Tenacious with a commitment to achieving and exceeding targets and KPIs (E)
- Able to travel to partner locations for meetings (E)





We are committed to having a diverse workforce and promoting equality, this is a work in progress, and we know we still have a way to go. We value and respect all differences in all people (seen and unseen) and we aspire to inclusive working experiences and an environment that reflects the communities we serve, where our people have equal access to opportunities, their voices are heard and they can contribute to our future. We actively encourage applications from care leavers, BAME and LGBTQ+ candidates, those from lower socio-economic backgrounds, and those with a disability. If you are called for interview and have any accessibility requirements, please let us know.


To apply please send a CV, a completed equality & diversity form, and a covering letter that outlines how you meet each of the candidate requirements, and the contact details for two referees that you would be happy for us to contact after interviews have taken place.

Email your application with the subject 'Grants & Trusts Lead' to vacancies@opendoorcharity.com

This opportunity closes on the 9th of October 2023 at 12pm noon.

We look forward to hearing from you!

 [theodcharity](https://www.instagram.com/theodcharity)

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 www.opendoorcharity.com

Open Door Charity, Bloom Building, 3 Abbey Close, CH41 55Q/
0151 639 4545 / info@opendoorcharity.com / Registered Charity No. 1189664

