



**LONDON
VISION**

Head of Income Generation

Application Pack



www.londonvision.org



- Job title:** Head of Income Generation
- Location:** Home working
(with regular travel to our London hub)
- Reports to:** Chief Officer
- Contract:** 12 months
(with the potential to extend)
- Hours:** 35 hours per week
- Salary:** £43,000 - £48,000 per annum



bamboo
fundraising recruitment

0203 750 3111

bamboofundraising.co.uk



Strategic aims: 2022-2025



Provide confidence and connectivity through connecting blind and partially sighted people with training and support.



Reduce the inequalities faced by blind and partially sighted people by influencing statutory stakeholders, and building effective partnerships with not-for-profit organisations to increase provision and services, in areas of need.



Influencing is a big part of the work we do at London Vision. We have established good working relationships with Councils, Integrated Care Systems and other not-for-profits. We now want to work with them to come up with a 'best practice' system for supporting blind and partially sighted people in the city.

Aim

With the support of Thomas Pocklington Trust, London Vision's aim is to end inequalities faced by blind and partially sighted people in London.

Mission

Our mission is to make London equal and inclusive, by connecting, supporting, and empowering blind and partially sighted people.

We engage with decision-making bodies to create positive change for blind and partially sighted Londoners.

Over 50% of the team at London Vision are blind or partially sighted, making us the only London-wide sight loss charity to be built on the lived experience of blind and partially sighted people. This gives us a unique perspective and informs everything we do.

About London Vision

London Vision and Thomas Pocklington Trust

Thomas Pocklington Trust (TPT) is a national sight loss charity that supports blind and partially sighted people, with a focus on education, employment and engagement.

London Vision is supported by TPT through a Funding and Services Agreement. However, the shared ambition of both organisations is for London Vision to become a standalone, independent charity.

We aim to be fully independent by 2026, but if there are gaps in provision or funding, TPT will continue to work with us as they want us to succeed.



Strategic Locations



‘On average, there are 7,000 blind or visually impaired people in each London Borough’

Source: RNIB Sightloss Data

Some London boroughs are better equipped to provide support than others. We plug the gap by focussing our work on areas that are lacking in provision.

We have ambitious plans to scale up and extend our services across London once we’ve proven the efficacy of our work in these key areas.

Support Groups

We feel strongly about the value of social support through networks.

Our Charles Bonnet Syndrome support group (in conjunction with CBS charity Esme's Umbrella) provides a space for people with this rare eye condition to meet, talk about their experiences and share knowledge.



Courses & Training

Our 'Living with Sight Loss' and 'Managing Sight Loss' courses run throughout the year. The aim is to explore simple solutions to the everyday challenges of living with sight loss.

Each session is themed, and we cover a variety of topics, from rights and benefits to assistive technology.

Impact

Case Study: Chris Ward

Chris Ward lives in Kent, and volunteers with rough sleepers in Gravesend.

After being diagnosed with dry macular degeneration in his right eye, and wet macular degeneration in his left eye, he began to develop the symptoms of Charles Bonnet Syndrome.

Like many people who receive a diagnosis of irreversible sight loss, Chris' mental health took a big hit. Learning to live with his decreasing sight was already a lot to cope with, but the onset of visual hallucinations (a symptom of CBS) had a huge impact on his emotional wellbeing.

Chris says: ***"You're coping with your sight loss, and then you are hit with this other thing that makes everything quite scary. The emotional impact of CBS is often forgotten"***.

Chris was signposted to London Vision's CBS support group (which is run in conjunction with CBS charity, Esme's Umbrella). Once he started attending, his healing and therapy came from talking about coping mechanisms, and support from other people.

Chris describes the group as ***"the most important kind of therapy that you can get for CBS. Even if you do not want to speak, it's a space where just listening to other people can be healing."***



Impact

After surveying 'Managing Sight Loss' course attendees, we found that:

40.6%

of respondents said they were extremely likely to use the tips, tricks and information shared in the sessions.

93.5%

of respondents would recommend the sessions to others, underlining the usefulness of the content.

100%

of respondents felt they had the opportunity to contribute during the sessions, and that it was a safe and welcoming space to share experiences and knowledge.

65.6%

felt they knew where to go for help in the future for living with sight loss



It's an exciting time to join London Vision, as we embark on a new transformational strategy and begin our transition to becoming an independent charity.

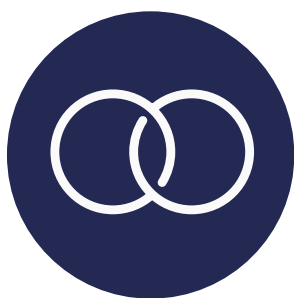
In addition to our current services, we have identified three key areas where we can fill gaps in provision to better support blind and partially sighted people in the Capital.



1. Emotional support and confidence building

Over the past 2 years, COVID-19 has exacerbated feelings of isolation and anxiety for many of us. Our 'Vision Confident' programme aims to help blind and partially sighted people build confidence and re-connect with their communities through sociable, community-based activities such as yoga and meditation.

We will also offer practical support to enable blind and partially sighted people become more confident, independent and empowered in their homes and communities.



2. Influencing and partnerships

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3. Community engagement

We want to build relationships in the community with mosques, faith groups and other places of worship in specific communities, to help them understand the challenges of being blind or partially sighted.

Meet the team

We are a small but experienced team of six at London Vision. Friendly and approachable, we have a shared passion for improving the lives of blind and partially sighted people in the capital.

Gerald Carew,
Interim Chief Officer



With over 14 years' experience working for high-profile not-for-profit organisations, Gerald's background is in fundraising.

Before joining London Vision, he worked as a consultant for a London CCG and a SEND charity. Prior to that, he worked for commercial organisations in the Defence and Security sector.

Bhavini Makwana
Engagement Manager



Bhavini is the Engagement Manager for London Vision and Guide Dog owner to Colin. She campaigns and advocates on issues including accessible transport, healthcare and more. She engages with influencers, stakeholders and blind and partially sighted people across London to feed into consultations and projects to work towards an inclusive capital.

Bhavini previously worked as an Activities Co-ordinator arranging events, activities and outings as well as guest speakers for meetings for people with sight loss.

Rosalind Duignan-Pearson
Communications Officer



Rosalind is London Vision's Communications Officer. She maintains London Vision's website and social media presence, supports ongoing campaigns and projects and is responsible for coordinating all internal and external communications.

Prior to joining London Vision, Rosalind worked in European volunteering and women's rights.

Jonathan Ward
Development Manager



Jonathan Ward is one of London Vision's development managers. His areas of work include the delivery of Living with Sight Loss courses and raising awareness of sight loss across London.

Jonathan has been providing or managing services for blind and partially sighted people for more than 30 years. Previously he has worked for Kent Association for the Blind and the RNIB.

Liam O'Carroll
Project Coordinator



Liam is responsible for the charring and administration of two of London Vision's networks, the Working Age Forum and the London Visual Impairment Forum (LVIF). He also produces the fortnightly LVIF email Bulletin and writes articles for the London Vision web site.

Before joining London Vision, Liam worked as an actor in theatre, television and radio and he conceived the name for the theatre company Extant.

Christine Edmead
Administration Officer



Christine is London Vision's Administration and Information Officer. She maintains London Vision's info email account, London Scene and various other mailing lists, being the first point of contact on the telephone, supports ongoing projects and has various administration duties.

Prior to joining London Vision, Christine spent a large part of her career working for UNICEF, the United Nations Children's Fund.

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Reports to:	Chief Officer
Contract:	12 months (with the potential to extend)
Hours:	35 hours per week
Salary:	£43,000 - £48,000 per annum
Pension:	5% contribution from London Vision and 3% by the employee
Annual Leave Entitlement:	30 days, plus public holidays

Job Description

London Vision is in a strong position. We are set up for success thanks to the support of Thomas Pocklington Trust and the good relationships we have with statutory bodies and funders.

We also have a fantastic team who are achieving amazing things for blind and partially sighted Londoners. Despite being non-fundraising professionals, they managed to secure £20,000 in corporate and trust income.

Just think what we can achieve with the help of an experienced fundraiser.

This is a fantastic opportunity to make your mark. If you fit the bill, please apply!

Responsibilities

- Design, develop and implement an income generation strategy and case for support with the Chief Officer
- Achieve financial income targets and key performance indicators as set
- Develop London Vision's future sustainability including securing/brokering new sources of funding and/or partnership arrangements
- Build an effective working relationship with trustees and the chair of the London Vision Trustee Board
- Supply regular income generation reports for the Chief Officer and Board – attending meetings when required
- Build relationships with key decision makers from grant funders and corporate partners and statutory bodies
- Ensure London Vision is compliant with income generation policies and procedures, including the Charity Commission and GDPR
- Ensure all funding contacts are captured on the charity's CRM system and agreed targets are met
- Ensure London Vision is set up to receive legacy donations
- Implement a system to acquire new supporters digitally
- Other Ad Hoc duties as required

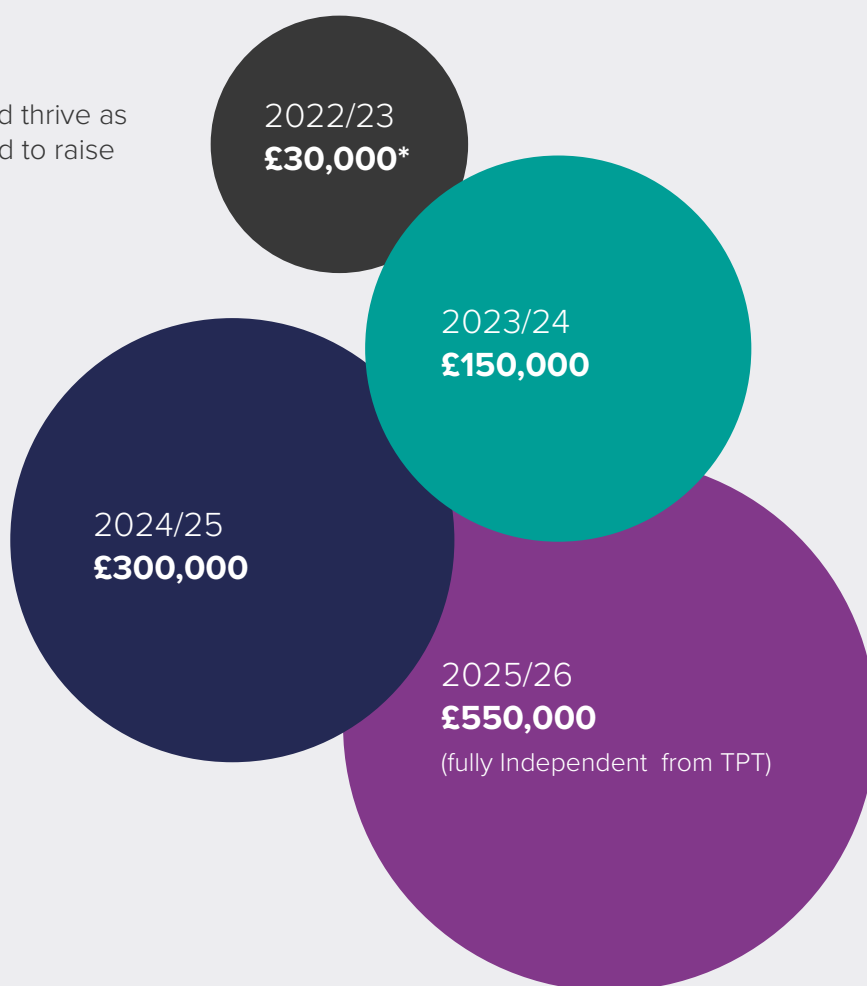
In the interests of equality and diversity, we have narrowed the person specification down to three key requirements:

- 1. Financial nous:** Proven experience of delivering income across several different income streams.
- 2. Top communicator:** Ability to communicate clearly and persuasively with audiences at different levels of seniority and experience

3. Fearless: This is a brand-new role. So, whoever takes it on will have a free hit to make what they can of it. This is an exciting opportunity to make your mark.

We require all applicants to have the appropriate right to work in the UK. This role is subject to a basic DBS check.

To cover the shortfall in funding and thrive as a standalone organisation, we need to raise the following:



*Our year one target is modest as it takes around 12 months to establish relationships with new funders.



info@bamboofundraising.co.uk
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We're excited to fill this role and hope you're equally excited to apply.

Here's what to do next:

Step 1. Read this document carefully to make sure it's the right job for you.

Step 2. Send your CV to Bamboo Fundraising and arrange a time to have a chat:

info@bamboofundraising.co.uk
0203 750 3111

Step 3. Submit your application by
Monday 18th April.

If you have any questions, please contact our partners at Bamboo Fundraising.

Thank you for applying and good luck!