

Trusts & Partnerships Manager

Location: Blaydon (head office and hybrid working)

Hours: Part time, 27 hours per week

Contract: Permanent

Salary: £30,000 – £35,000 per annum (pro rata, depending on experience)

Reports to: Head of Sustainability & Partnerships

Direct reports: Funding Officer (Part-Time)

About Feeding Families

Feeding Families is a North East charity tackling food insecurity for people who fall through the gaps of traditional provision.

We get the right food to the right people at the right time, but we don't stop there.

We're building something bigger. A regional model focused on access, affordability, and resilience, working through trusted partners to create routes out of crisis that actually last.

Demand is growing. This role exists to ensure our funding grows with it.

Purpose of the Role

You are responsible for leading and growing Feeding Families' grant income.

You will deliver **£200,000–£300,000 per year** (subject to annual review) through trusts and foundations, while building a strong, forward-looking pipeline that sustains and grows income over time.

This is not just about winning funding. It is about building a system that delivers consistent, strategic income aligned to where we are going as an organisation.

What You Will Be Doing

Funding & Pipeline Ownership

- Identify, research, and prioritise funding opportunities
- Build and manage a strong pipeline covering short and long-term opportunities
- Ensure a consistent flow of high-quality applications
- Monitor performance against income targets and adapt activity where needed

Bid Writing & Applications

- Write clear, compelling bids grounded in real insight and impact

- Tailor applications to funder priorities while staying true to our work
- Develop multi-year and strategic funding opportunities where appropriate

Partner & Funder Relationships

- Build and manage strong relationships with funders and partners
- Lead stewardship, reporting, and renewal conversations
- Represent Feeding Families with confidence and clarity

Reporting & Accountability

- Deliver high-quality, timely reports to funders
- Track restricted funding and ensure delivery aligns with agreed outcomes
- Work across the organisation to gather data, stories, and evidence

Team Support & Line Management

- Line manage and support a part-time Funding Officer
- Allocate work across the pipeline effectively
- Ensure consistency, quality, and accountability across all submissions

Collaboration & Insight

- Work closely with the senior team to shape fundable projects
- Use insight and learning to improve success rates
- Contribute to organisational planning, forecasting, and reporting

What Success Looks Like

- £200k–£300k annual grant income delivered
- A strong, active pipeline across 12–24 months
- High-quality applications with strong success rates
- Repeat funding and long-term funder relationships
- Clear, timely reporting and strong funder confidence
- A well-supported Funding Officer contributing to delivery

What We're Looking For

- A strong track record of securing significant grant funding
- Experience managing a funding pipeline and working to income targets
- Excellent writing skills and the ability to communicate impact clearly
- Confidence building relationships and influencing funders
- Experience supporting or managing others
- Strong organisation and ability to manage multiple deadlines
- Comfortable working with data, reporting, and budgets

- Self-driven, proactive, and able to take ownership

How We Work

At Feeding Families, how we do things matters just as much as what we do.

Dignity - Every pound raised represents people going through something. We treat supporters, partners, and each other with respect.

Integrity - We are honest about what we can deliver. We build trust by doing what we say we will do.

Action - We do not wait for problems to grow. If something is off track, we deal with it early.

Together - We work across the organisation. We support each other and step in where needed.

The Kind of Person Who Will Thrive Here

You will not wait to be told what to do.

You will already be thinking about where the next opportunity is coming from, how we build a stronger pipeline, and how we position ourselves for long-term funding.

You will care about the work. Not just the process or the targets, but what this actually means for people.

Why Work With Us

You will join a small, committed team doing work that matters.

This role offers real responsibility, visible impact, and the opportunity to shape how we secure funding to support families across the North East.

How to Apply

Application Deadline: 16th May 2026

Interviews: w/c 25th May 2026

To apply, please complete our Application Form and outline why you meet the criteria of the job description to Hazel Ditchburn at hazel@feedingfamilies.org.uk.

If you have any questions about the position, you are welcome to contact us on 0191 908 7163.