NON-EXECUTIVE DIRECTOR

Fundraising

INCOME, FUNDERS & CASE FOR SUPPORT

ROLE AT A GLANCE

- Voluntary, with agreed reasonable expenses.
- Approximately one active day per month outside board meetings.
- Quarterly online board meetings, preparation and agreed follow-up.
- Home-based and flexible, with occasional external activity by agreement.
- Candidates may offer more than one portfolio.

THE ROLE

- Help Mobilates build a stronger and more diverse fundraising base by developing a compelling case for support, prioritising the right opportunities and working practically with the team on high-value relationships and applications.
- A full statutory director role with shared. responsibility for governance and strategy.
- An active portfolio role with practical, agreed work between meetings.

ABOUT MOBILATES

Mobilates CIC is a not-for-profit social enterprise removing barriers to movement, connection and opportunity for disabled people and people living with long-term health conditions. We offer adaptable online and in-person movement, one-to-one support, recordings, social activities and routes into volunteering and learning.

Our five-year direction is to become the UK-wide home for accessible movement, with employed Mobilates teachers, a Mobilates Academy, a Lived Experience Network, digital learning and resources, research, NHS pathways and commissioning, and national influence.

WHY THIS ROLE MATTERS

- Sustainable income is essential to protect access, develop our workforce and grow without relying on unpaid team time.
- Our direction includes an Academy, a Lived Experience Network, research, digital resources and national delivery, all of which need carefully matched funding.
- We need an active board member who can help turn strong ideas and evidence into fundable propositions and trusted relationships.

A PRACTICAL NON-EXECUTIVE ROLE

This is not an honorary name on a board list. You will agree a small number of priorities with the CEO and actively help move them forward, while maintaining clear governance boundaries and not taking over day-to-day staff management.

HOW THE ROLE SUPPORTS OUR FUTURE

BUILD THE BASE	GROW OPPORTUNITIES	SHARE & INFLUENCE
Governance, systems and sustainable income.	Academy, employment, partnerships and resources.	Research, NHS pathways and national practice.

Community and lived experience guide every stage. Each NED portfolio supports the same destination, with work paced around organisational capacity and the access needs of the people involved.

WHAT YOU'LL DO

01 FUNDRAISING DIRECTION & PIPELINE

- Help develop a realistic fundraising plan across trusts and foundations, public grants, corporate support, donations and other mission-aligned sources.
- Build a prioritised pipeline based on fit, value, likelihood, workload, deadlines and delivery capacity.
- Help decide which opportunities to pursue, pause or decline, protecting the team from low-value application activity.
- Give the Board clear oversight of progress, risks, dependencies and income concentration.

02 CASE FOR SUPPORT & PROPOSITIONS

- Strengthen Mobilates' overall case for support and adapt it for different funder audiences.
- Help translate the five-year direction into clear, costed and fundable projects without fragmenting the wider mission.
- Bring together member need, impact evidence, stories, delivery plans and financial information into persuasive propositions.
- Test whether proposed outcomes, budgets and timescales are credible and proportionate.

03 PRIORITY BIDS & APPLICATIONS

- Work hands-on on selected priority applications, which may include shaping the approach, drafting or editing key sections and reviewing the final submission.
- Help create reusable wording, evidence and supporting material so future applications take less time.
- Ask the questions a funder is likely to ask and identify gaps early.
- Support learning from both successful and unsuccessful bids.

04 FUNDER & CORPORATE RELATIONSHIPS

- Help build thoughtful, long-term relationships with funders and aligned corporate partners.
- Join selected conversations or make relevant introductions where this would add value.
- Support clear proposals for sponsorship, partnerships or unrestricted support that protect Mobilates' independence and reputation.
- Help maintain timely, warm and useful communication with supporters.

05 READINESS, REPORTING & ETHICS

- Help improve the information needed for due diligence, applications, grant management and reporting.
- Work with colleagues to ensure commitments are deliverable, fully costed and understood before funding is accepted.
- Encourage full-cost recovery and recognition of accessibility, evaluation and management costs.
- Help the Board avoid mission drift, inappropriate restrictions or funding relationships that conflict with Mobilates' values.

WHAT HANDS-ON COULD LOOK LIKE

- Prioritise a live pipeline and identify the best next opportunities.
- Shape the case for support and create reusable funder material.
- Draft, edit or quality-check agreed sections of selected priority bids.
- Join an occasional funder conversation or make a well-matched introduction.

The exact focus will be agreed around live priorities, your strengths and the time available. You will not be expected to do everything listed at once, become the sole owner of the portfolio or provide unlimited unpaid consultancy.

WORKING ACROSS THE ROLE

- Build a trusting working relationship with the CEO, fellow directors and relevant team members.
- Use your professional experience generously while listening to the expertise of members and people with lived experience.
- Communicate accessibly, keep commitments realistic and raise capacity concerns early.
- Represent Mobilates thoughtfully in agreed external conversations and protect confidential information.

YOUR RESPONSIBILITIES AS A DIRECTOR

Non-Executive Directors are full legal directors of Mobilates CIC. The word 'non-executive' describes the independent nature of the role, but it does not reduce the duties or responsibilities that come with being a company director.

- Act in Mobilates CIC's best interests and support its community purpose and asset lock.
- Contribute to strategy, financial sustainability, risk management and accountability.
- Exercise independent judgement, and offer constructive support and challenge to the Founder and CEO and fellow directors.
- Prepare for and attend meetings, read papers and follow through on agreed actions.
- Declare conflicts of interest, maintain confidentiality and use reasonable care, skill and diligence.
- Keep accessibility, lived experience, safety and the interests of the wider Mobilates community in view.

ONE BOARD, FLEXIBLE PORTFOLIOS

We welcome candidates who can cover more than one portfolio. We will shape the final appointments around the strongest mix of skills, experience, lived insight and available time, while keeping individual expectations clear and manageable.

WHAT WE ARE LOOKING FOR

ESSENTIAL

- Substantial experience of fundraising, grant-making, income generation or funding partnerships.
- A track record of developing strong cases for support and successful, deliverable proposals.
- The ability to assess funder fit, costs, risk, capacity and longer-term value.
- Clear writing and editing skills, with the ability to turn evidence and ideas into persuasive applications.
- A practical, collaborative approach and the confidence to say when an opportunity is not right.
- Willingness and capacity to fulfil the legal duties of a company director.

HELPFUL, NOT ESSENTIAL

- Trust and foundation, National Lottery, Sport England, health, community or public-sector funding.
- Corporate partnerships, individual giving or unrestricted fundraising.
- Impact measurement, budgets, full-cost recovery or funder reporting.
- Relevant lived experience or knowledge of disability, long-term health conditions and health inequalities.
- Previous board or trustee experience, although this is not essential.

WHAT SUCCESS COULD LOOK LIKE

- Mobilates has a manageable fundraising plan and a well-prioritised pipeline.
- The case for support clearly connects need, impact, future direction and costs.
- Priority applications are stronger, more efficient to produce and based on realistic delivery plans.
- Income becomes more diverse, with better funder relationships and less pressure to chase poor-fit opportunities.

TIME, MEETINGS & WAYS OF WORKING

- Portfolio contribution: approximately one active day per month outside board meetings, used flexibly for agreed practical work, calls or external activity.
- Board contribution: preparation for and attendance at quarterly online meetings, plus agreed follow-up and occasional induction or planning activity.
- 2027 meetings: 22 January, 1.00-2.30pm (joint induction), then Director meetings on 23 April, 23 July and 22 October, planned for 1.00pm unless otherwise agreed.
- Expenses: the role is voluntary. Reasonable expenses agreed in advance will be reimbursed in line with Mobilates' arrangements.
- Flexibility: we recognise fluctuating health, caring responsibilities and different working patterns. Priorities and timing will be agreed openly.

RECRUITMENT TIMETABLE

DATE	WHAT HAPPENS
19 October 2026	Recruitment opens
13 November 2026	Applications close
16-20 November 2026	Applications reviewed and shortlisted
27 November 2026	NED panel interviews
Before appointment	References, final decisions and outcomes
22 January 2027, 1.00-2.30pm	First joint meeting and induction

ACCESSIBLE RECRUITMENT

Applications can be made in writing, video, audio or another agreed accessible format. We welcome conversations about reasonable adjustments, advance information, breaks, adjusted pace or other support that would help you take part.

We particularly welcome applicants with relevant lived experience, including people who are disabled, chronically ill or neurodivergent. You will never be required to disclose a diagnosis or personal medical information.

WHAT WE HOPE YOU WILL BRING

Professional expertise, practical energy, sound judgement and a genuine commitment to helping people with long-term health conditions and disabilities move, connect, learn and lead.