



Income Generation & Development Lead

Helping Shape the Future of Mental Health Support in Surrey



Inspiring Mental Wellbeing

Welcome!

Thank you for your interest in joining Mary Frances Trust.

We're at an exciting point in our journey as an organisation. Demand for mental health support continues to grow, funding environments are becoming more challenging, and we know we need to strengthen how we think about sustainability, partnerships and long-term impact.

This role is a key part of that next phase.

We're looking for someone who can help us build a stronger and more ambitious approach to income generation. Someone who can develop new opportunities, strengthen partnerships, increase unrestricted income and help create a more resilient future for the organisation and the communities we support. This is a role with real influence and visibility within the organisation. It will suit someone who enjoys building, creating momentum and working both strategically and hands-on.

At Mary Frances Trust, relationships matter. We're ambitious, but also deeply values-driven in how we work with each other, our partners and the people who use our services. We want someone who shares that mindset and is excited by the opportunity to help shape what comes next.

Thank you again for your interest in our organisation and this role.



Patrick
CEO, Mary Frances Trust

About Mary Frances Trust

Mary Frances Trust is a leading mental health and emotional wellbeing charity in Surrey, supporting adults across Banstead, Elmbridge, Epsom & Ewell and Mole Valley.

We believe everyone should feel confident to ask for help and inspired to maintain their wellbeing.



Supporting Surrey Since 1994

For over 30 years, Mary Frances Trust has supported adults across Surrey to improve and maintain their mental health and emotional wellbeing.

Today we:

- Support people across Banstead, Elmbridge, Epsom & Ewell and Mole Valley
- Deliver a wide range of community mental health and wellbeing services
- Work closely with NHS, local authority and voluntary sector partners
- Support people through both face-to-face and online provision
- Continue to develop innovative and partnership-based approaches to mental health support.

We are ambitious about the future and committed to strengthening sustainable, community-based mental health support across Surrey.



The Opportunity

This is not a traditional fundraising role.

It is an opportunity to build something meaningful, ambitious and lasting.

Role Overview

- Income Generation & Development Lead
- Part-time (0.6 FTE / 3 days per week)
- Permanent
- Hybrid working
- Surrey-based
- £55,000-£60,000 FTE (pro-rata)



Why This Role Matters

Demand for mental health support continues to grow while funding environments become more pressured and competitive.

We are investing in this role to build a stronger, more sustainable future for Mary Frances Trust and the communities we support.



What Makes This Role Different

- Build an income generation function from the ground up
- Shape organisational sustainability and growth
- Develop collaborative funding opportunities with Catalyst Support
- Work across innovation, mental health and system collaboration
- Operate strategically while remaining hands-on





What Success Looks Like

3–6 months:

- Clear pipeline and early wins
- Structure and systems in place

6–12 months:

- Income conversion underway
- Stronger funder relationships

12–24 months:

- Sustainable income growth
- Progress towards self-sustaining function



Why Join Us?

- 25 days annual leave plus bank holidays (pro rata)
- Additional celebration day leave
- 5% employer pension contribution
- Health cash back scheme
- Flexible and remote working where practical
- Extensive training and wellbeing support
- Friendly, dedicated and ambitious team culture

How To Apply

To view the full job role and to apply visit:

<https://www.maryfrancestrust.org.uk/jobs/income-generation-development-lead/>

To apply you will need to:

- Fill in the online application form
- Upload you CV & cover letter



Recruitment Timetable

Closing Date: 21 June 2026

Interviews will be scheduled for the beginning of July 2026

Thank you for taking the time to read about our charity and the position we are recruiting for, if you decide to apply we wish you every success.