

## What an Employer Looks For in a Fundraiser

### Make yourself an attractive candidate to employers

There are certain criteria that an organisation recruiting a fundraiser will be looking for. As a fundraiser, your professional development is crucial for success in fundraising and moving along your career.

#### Qualifications

If you are a fundraiser and are interested in ways to improve your qualifications, take a look at the Institute's [Training](#) pages and the Certificate in Fundraising Management page.

One of the programmes offered by the Institute of Fundraising Training which is particularly relevant to people interested in a career in fundraising is the Foundation Course in Fundraising Practice.

This is a programme designed for new entrants to fundraising, or those wishing to develop their competence in fundraising management. It is a four-day event offering participants an opportunity to develop evidence of Module 1 competence of the Certificate in Fundraising Management; a competence based qualification developed by the Institute.

#### Experience

It is not only previous positions and past achievements which count, but also what you can learn for your peers.

An important part of being a member of the Institute of Fundraising is networking and sharing experiences with your peers. On the [National and Regional Groups](#) pages find details of your local regional group, and on the [Membership Page](#) find out about becoming a member.

#### Commitment and Value Match between Organisation and Fundraiser

Proving your commitment and finding the right organisation comes from knowing the voluntary sector. If you don't already have voluntary sector experience, consider volunteering.

#### Personal Skills

A fundraiser must necessarily be flexible and adaptable. Some of the many skills required include excellent communication, ability to research, plan, and devise strategies, and be able to remain positive in stressful situations.

Training can help to develop these, but to really improve your craft you must push yourself.

Find out about achieving the Institute's Certificate in Fundraising Management.

#### Related Links

- [Courses / Training](#)
- [National and Regional Groups](#)
- [Joining the Institute of Fundraising](#)
- [Fundraising Internships](#)
- [Jobs in Fundraising](#)