

Appointment of

# DIRECTOR OF FUNDRAISING

**UWS** EDUCATE THE FUTURE  
CHANGE THE FUTURE



In partnership with

**quarter5**  
fundraising recruitment

## ABOUT UWS

**UWS is an award-winning global organisation bringing community-centric education models to the world's most remote populations. Since 2008, we've built and developed 294 schools, trained over 1,300 teachers and provided over 55,000 children across Cambodia, Madagascar, Myanmar and Nepal with a quality education.**

With the arrival of our visionary Global CEO in the summer of 2022, UWS has just completed a strategic rebrand and market repositioning exercise that highlights the most impactful aspects of our work; our low-cost high-impact model, our partnerships with local communities and governments and how everything we do builds capacity, not dependency. We believe that our new branding allows us to stand out, be different and be heard.

This is an exciting time for us as we build on that momentum to deliver transformational growth in terms of scale and impact.

We are looking for a new Director of Fundraising to lead a talented team in order to consolidate and drive a robust fundraising strategy. The successful applicant will deliver ambitious targets, shape and implement new business strategy and steward existing and secure new income streams.

**258 million children are currently denied their right to quality education. We've been on a mission to end education poverty since 2008, together we have....**



**55,158**

students enrolled



**286**

schools



**1,251**

teachers currently working in a  
UWS school

## INTRODUCTION FROM LIZZ MUNDAY, GLOBAL CEO

**UWS works to ensure children have access to quality, inclusive education in remote and marginalised communities by collaborating with local partners, communities and governments.**

Since 2008, we've built and developed 294 schools, trained over 1,300 teachers and provided over 55,000 children across Cambodia, Madagascar, Myanmar and Nepal with a quality education.

**And we're not stopping here...**

I joined UWS in July 2022 as their Global CEO, having personally witnessed the power of education in some of the most challenging and remote regions around the world. The challenges we face are significant, but our ambition is bold—to achieve Zero Education Poverty.

UWS is building the foundations for transformational growth and scale - and that's where you come in.



We are hiring a new Director of Fundraising and Trusts and Foundations Senior Manager to enhance our fundraising capabilities, diversify our funding sources, and ultimately increase our ability to make a difference in the lives of those we serve. As well as driving income, the successful applicants will be visionary leaders, innovative in their thinking and courageous in their approach.

UWS is a dynamic and inclusive place to work where we encourage collaboration, creativity, and personal growth. Having just relaunched with a new website, branding and articulation of our mission, we are at a very exciting time in our journey.

Education provides a way to make the shift between the world we have and the world we want. There are two possible futures and one difference...This could be you. I dare you!

**LIZZ MUNDAY  
GLOBAL CEO, UWS**



**UWS** EDUCATE THE FUTURE  
CHANGE THE FUTURE

## DIRECTOR OF FUNDRAISING - JOB DESCRIPTION

**Salary: £65,000 - £75,000 (negotiable)**

**Contract: Permanent**

**Hours: Full-time**

**Location: Paddington, London (hybrid working, 2 days per week in office)**

**Reporting to: CEO**

**Line manages: Trusts and Foundations Senior Manager, Philanthropy Lead**

We are seeking a highly motivated and experienced high value fundraiser to join our organisation as the Director of Fundraising.

As the Director of Fundraising, you will be responsible for developing and implementing a comprehensive fundraising strategy to support our organisation's mission and financial goals. You will lead a team of fundraising professionals and collaborate with various internal and external stakeholders to cultivate donor relationships and secure funding to drive the organisation's growth and impact. You will be leading a Trusts and Foundations Senior Manager and Philanthropy Lead, with the opportunity for this team to grow.

The Director of Fundraising will be responsible for leading and coordinating the team that will drive and secure existing and new income streams for UWS. This is primarily focused on the stewardship and growth of income from (i) philanthropists, (ii) trusts and foundations and (iii) institutional funders.

The successful candidate will have a proven track record of identifying, developing, and winning high value proposals across income streams and the major funding markets (US, UK, EU + Middle East, Africa, and/or Asia highly desirable).

Ideally, candidates will have experience and established contacts with donors in the international development sector, with a preference for education and/or early-childhood wellbeing.

Reporting directly to the CEO, this position will be an extremely influential and high profile one situated within the UWS UK team.

## Responsibilities

1. **Income generation:** Manage the team and implement the plans to deliver an annual income target of £5m+.
2. **Fundraising Strategy Development:** Develop and execute a strategic fundraising plan aligned with the organisation's goals, vision, and values, including the expansion and diversification of UWS' donor base and pipeline.
3. **Donor Cultivation and Stewardship:** Identify, cultivate, and maintain relationships with prospective donors, including philanthropists, trusts, foundations, and government agencies. Implement effective stewardship strategies to ensure ongoing donor engagement and satisfaction.
4. **Grant Writing and Proposal Development:** Lead the development of compelling grant proposals, funding requests, and sponsorship packages. Ensure timely submission of high-quality proposals and reports.
5. **Fundraising Team Leadership:** Manage and provide leadership to the fundraising team, including recruitment, training, and performance evaluation. Foster a collaborative and results-driven work environment. The fundraising team currently consists of a Philanthropy Lead and Trusts and Foundations Senior Manager, although there are ambitions to grow this. The role will also require close working with the Head of Strategic Partnerships and fundraising teams in-country.
6. **Networking:** Establish themselves as a thought leader and represent UWS at external events, building networks and partnerships and ensuring a strong profile for the organisation.
7. **Fundraising Campaigns:** Provide strategic and creative input to fundraising campaigns and attend special events when needed.
8. **Donor Research:** Oversee and coordinate research into potential funding sources and donor prospects. Stay updated on fundraising trends, best practices, and new opportunities.
9. **Budgeting and Financial Management:** Develop and manage the fundraising budget, monitor revenue and expenses, and provide regular financial reports to the senior management team.
10. **Collaboration:** Reporting to the Chief Executive and working in close collaboration with the Board of Trustees, UK team and global team to execute the fundraising plans.
11. **Donor Database Management:** Oversee the donor database and CRM systems, ensuring accurate and up-to-date donor information, gift processing, and acknowledgment procedures.
12. **Compliance and Reporting:** Ensure compliance with all relevant fundraising regulations and ethical standards. Prepare regular reports on fundraising progress, achievements, and challenges for the senior management and board of directors.

## Skills and Experience

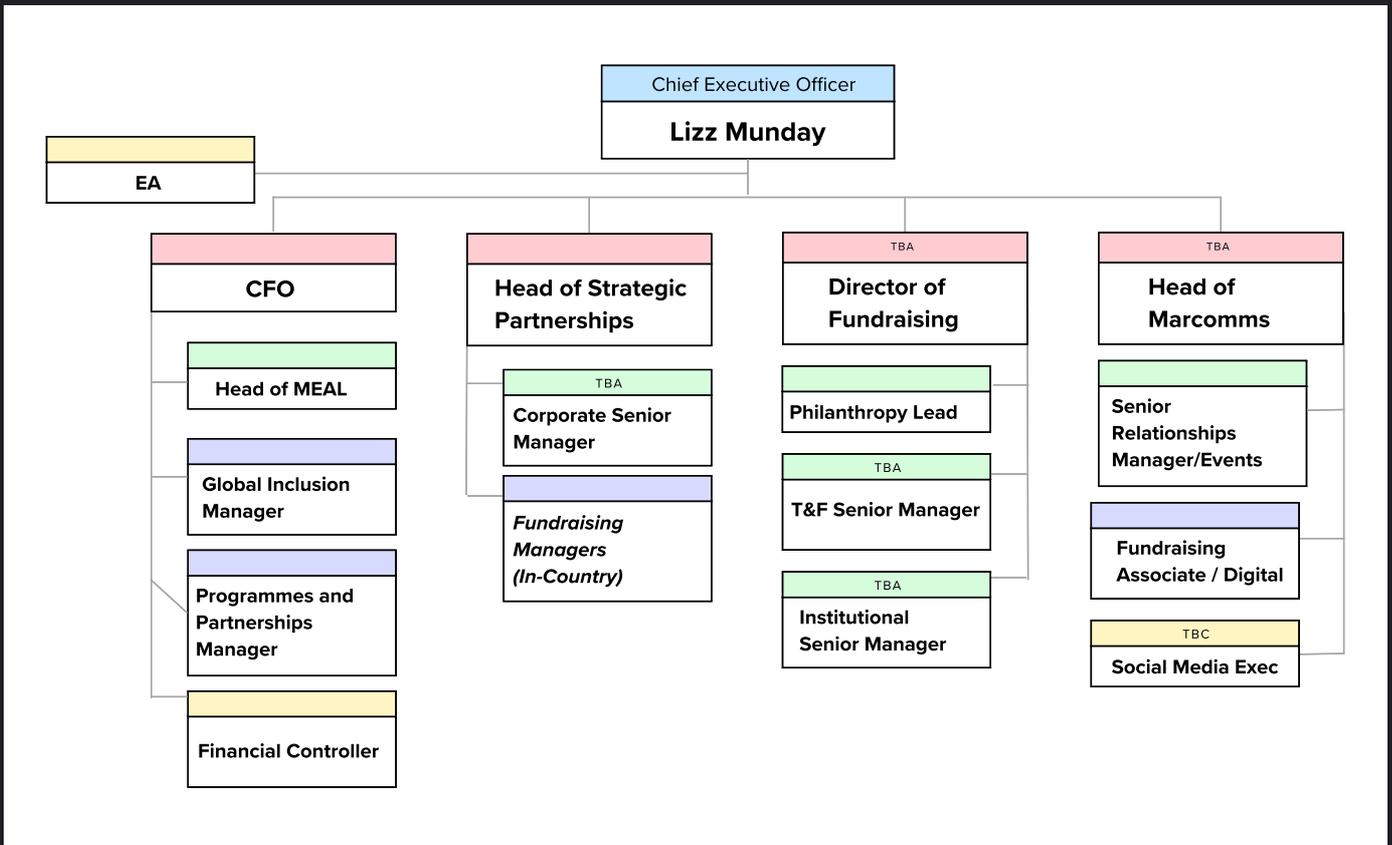
### Essential:

- In-depth knowledge of the fundraising markets in relation to trusts and foundations, philanthropy and institutional donors (with particular understanding of the international development and education sector desired)
- A proven track record of lead generation, donor cultivation, and managing relationships with high value donors to secure multi-year, 6 figure+ income
- Exceptional relationship-building and interpersonal skills, with the ability to engage and inspire donors, volunteers, and staff
- Engaging public speaker, presenter and networker
- Extensive list of established links and contacts in the international development donor market, and ability to activate their current networks
- Strong knowledge of developing and implementing fundraising strategies, techniques, and best practices
- Experience managing a small team and working in a similar sized, decentralised organisation. Providing inspirational leadership, motivating and setting key performance targets for your team members is essential
- Comfortable working in a small team and prepared to fully engage in all tasks, sometimes beyond their core role
- Proactive, ambitious and commercially minded
- Strong analytical and strategic thinking skills, with the ability to set and achieve fundraising goals
- Experience in budgeting, financial management, and reporting
- Familiarity with fundraising software, donor databases, and CRM systems
- Knowledge of relevant fundraising regulations, codes of ethics, and compliance requirements
- Bachelor's degree in a relevant field; advanced degree preferred

### Desirable:

- Experience working in or with any of the following countries: Cambodia, Madagascar, Myanmar, Nepal
- Experience working with similar international NGOs in the education sector
- Experience working with and developing corporation foundation partnerships
- Experience and educational background in compliance, reporting, and evaluation
- Familiarity with and experience attending major donor conferences, annual convening, and industry-association conferences

# UWS UK TEAM - ORGANISATIONAL STRUCTURE



## UWS EMPLOYEE BENEFITS

- Flexible working, with a focus on maintaining a healthy work/life balance
- 25 days annual leave + bank holidays
- 5 wellbeing days
- 4% employer contribution to pension
- Bupa complementary health assessment and access to Bupa's healthcare and wellbeing app for 12 months
- 8 complementary Hussle gym passes per month with access to gyms and healthcare centres across the country

### IT'S NOT A CURRICULUM

It's a life-saving, poverty-eradicating, world-defining, blueprint of limitless possibility.



### IT'S NOT A CLASSROOM

It's a death-defying, life-changing, girl-powering, catalyst of limitless possibility.



## HOW TO APPLY

UWS are partnering with Cristy Gresswell-Nunn at [QuarterFive Fundraising Recruitment](#) for this appointment.

For a confidential discussion of this role and to make an application, please get in touch with Cristy.

✉ [cristy@quarterfive.co.uk](mailto:cristy@quarterfive.co.uk)

☎ [07377 937540](tel:07377937540)

The deadline for applications is **Thursday 13th July 2023**. Application is by CV and cover letter.

**UWS is committed to the safeguarding of children and ensuring we recruit safely is central to this commitment. All applicants will be required to undertake a DBS (Disclosure and Barring Service check (or country-equivalent background check) as a condition of employment.**

## Accessibility

If you require access to this document in alternate formats, or any other adjustments, please contact Cristy Gresswell-Nunn by email [cristy@quarterfive.co.uk](mailto:cristy@quarterfive.co.uk) or call [07377 937540](tel:07377937540).

## Equality, Diversity and Inclusion

QuarterFive and our clients know fundraising could better reflect the diverse backgrounds and experiences of the people the charity sector supports. If you think you meet some of the criteria for a role and would like to discuss how your other experience might transfer, please ask us for a chat. We're here to support you. Appointments will be made on merit alone and we will gladly make reasonable adjustments to always ensure a fair process. QuarterFive's Equality, Diversity and Inclusion Policy can be found [here](#).

**This job pack has been created by QuarterFive, in collaboration with UWS.**

QuarterFive Fundraising Recruitment is a specialist agency for charities and fundraisers. We provide clients with access to the best fundraising talent in the sector, and offer candidates expert support in securing their next fundraising role.



**UWS** **EDUCATE THE FUTURE**  
**CHANGE THE FUTURE**