

Appointment of

# TRUSTS AND FOUNDATIONS SENIOR MANAGER

**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.

While UWS has had success with UK-based foundation and trust funding over the years, we are seeking to consolidate a global strategy under one experienced leader who understands the unique complexities and processes of T&F donors in the international development education sector.

UWS is looking to recruit a senior fundraiser who is entrepreneurial in spirit and willing to design and build a multinational trusts and foundations strategy with short and long-term milestones of success; a creative thinker who can pull together programme, evaluation, country, and fundraising teams to win diverse funding opportunities while staying true to the UWS organisational ethos. Simply, UWS is seeking someone who understands the potential of partnerships with trusts and foundations partnerships and knows how to unlock these.

**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**





# TRUSTS AND FOUNDATIONS SENIOR MANAGER - JOB DESCRIPTION

**Salary: £40,000-£45,000**

**Contract: Permanent**

**Hours: Full-time**

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

**Reporting to: Director of Fundraising**

This newly created position will be ultimately responsible for securing income for UWS from a portfolio of global Trusts and Foundations (T&F) funders.

Working closely with UWS country offices, programmes and fundraising colleagues, the T&F Senior Manager will design, implement, and ensure the success of a cohesive global strategy to ensure UWS competes for and wins high-quality, multinational foundation partnerships and funding opportunities.

We are seeking candidates with significant experience with T&F donors ideally in the international development sector, with a preference for education and/or early-childhood wellbeing. The successful candidate will have a proven track record of identifying, developing, and winning sixfigure+ proposals from T&F sources relevant to UWS.

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

## 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.



# Responsibilities

## **Income Generation:**

- Managing, developing and implementing a T&F pipeline to meet and exceed ambitious income targets.
- Researching, writing and monitoring applications for a broad range of trusts and foundations, packaging programmes into innovative 'asks'.
- Work with colleagues to design and develop innovative projects for which we can seek funding from T&F donors.
- Develop and implement strong cultivation and solicitation plans for prospects and donors to generate significant income from the portfolio. This will include personal meetings, attending networking events, writing proposals and making presentations.
- Focus on medium to large T&F and build strategic relationships that go beyond a simple financial transaction but create long term partnerships.
- Maintain an in-depth, up to date knowledge of UWS projects and their order of funding priority to inform Trusts and Foundations fundraising activities and maximise opportunities.

## **Donor Stewardship:**

- Ensure high-quality, first-class relationship management, with regards to T&F donors, and be committed to upholding this.
- Proactively identifying and developing relationships with new T&F donors to help ensure the organisation meets ambitious growth targets.
- Ensuring the timely and accurate submission of programme reports to T&F donors on an ongoing basis.
- Reviewing and critically analysing relationships with T&F, whilst making recommendations as to how the portfolio could be expanded and donor relationships improved.

## **Strategic Planning:**

- Managing and updating the T&F pipeline/ work plan to ensure that an accurate record of current and future funding is kept.
- Leading the financial planning and budget setting for T&F donors and reporting monthly on forecasted figures.
- Actively participate in regular department, team or working group meetings, contributing to strategy discussion and decision that will be beneficial to the development of fundraising activities.
- Take an active role, lead where relevant, in cross-team working groups to provide insight, advice and gain opportunities for the Fundraising team.

## **Other Responsibilities, as required:**

- Provide additional, ad-hoc support to the Fundraising and Partnerships team, and the CEO.
- Perform other duties as may be required by the organisation.

# Skills and Experience

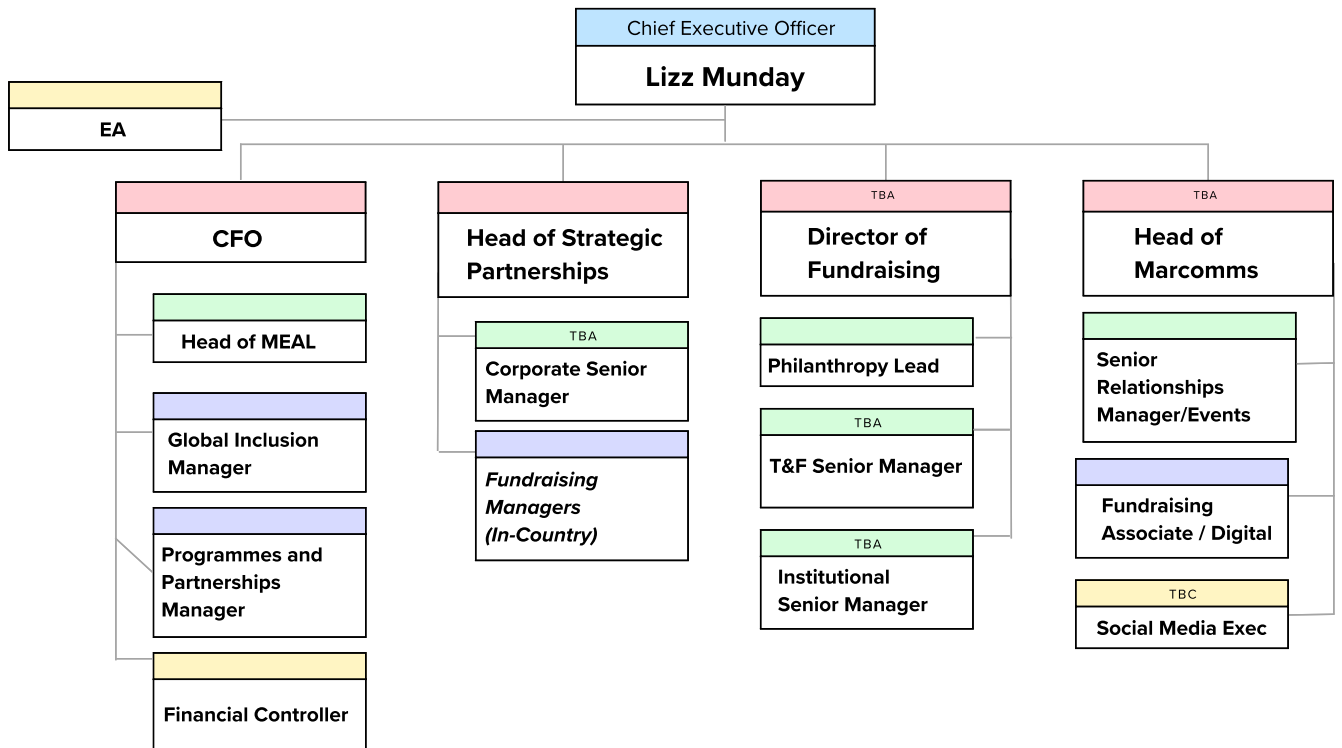
## Essential:

- Demonstrable experience securing and leading on major (6-figure and 7-figure) trust and foundation relationships.
- Strong written skills to create compelling, income-generating proposals and funding propositions.
- An extensive list of established links and contacts in T&F donors relevant to UWS' mission.
- Detailed knowledge of relevant T&F donor trends and fully formed ideas as to how UWS can respond to these and proactively position itself to best place to capitalise on these trends.
- Proven success identifying and securing relevant T&F partners across the major funding markets (US, UK, EU + Middle East, Africa, and/or Asia highly desirable).
- Experience working with multi-divisional stakeholders in relationship and proposal development processes (multinational operational teams, country teams, programme teams, monitoring and evaluation teams, philanthropy teams, etc).

## Desirable:

- Experience in global humanitarian relief, international education and/or developing country child-welfare organisations.
- Experience working in or with any of the following countries: Cambodia, Madagascar, Myanmar, Nepal.
- Experience and educational background in compliance, reporting, and evaluation.
- Familiarity with and experience attending philanthropy conferences, annual convening, and industry-association conferences.
- Management experience in a similar-sized, decentralised organisation would be beneficial as there is scope for the team to grow with continued success.

# 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

### THEY'RE NOT TEACHERS

They're SDG-achieving,  
discrimination-  
defeating, GDP-  
boosting agents of  
limitless possibility.



**WE EDUCATE  
LIKE THE FUTURE  
DEPENDS ON IT.**

**BECAUSE IT DOES.**



## 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.



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