

Head of Giving

Application Pack

Job title:	Head of Giving
Location:	London HQ, hybrid working
Days:	Part-Time, or Full-Time
Contract:	Permanent
Salary:	c.£45,000

Bamboo
Fundraising Recruitment

Join us in changing lives,
one ancient lesson at a time.

0203 750 3111
bamboofundraising.co.uk

What we do

We believe in the transformative, horizon-broadening power of classical education. Our mission is to ignite a passion for the ancient world in every state school across the UK.

We are revolutionising the educational landscape by ensuring that every child, regardless of their background or ability, has the opportunity to delve into the rich tapestry of ancient history, language, and culture. By bringing the wisdom of the ancients to modern classrooms, we empower young minds to think critically, dream expansively, and connect deeply with the ancient world.

Since 2010, we have worked with:



1,200 schools



5,500 teachers



211,000 pupils



Our training, support, and resources help schools integrate Classics into their curricula, fostering an environment where students can explore the timeless stories, philosophies, and languages of ancient civilizations.

Classics for All is more than an educational initiative; it's a movement to inspire the next generation with the lessons of the past.

“Classics is often seen as elitist and inaccessible – the preserve of private schools. Yet we see it as a powerful tool for social mobility.

Learning about the Romans and Greeks – Gods, gladiators, myths, philosophy, The Iliad and The Odyssey – fires the imagination of all pupils, including those that are often disengaged from learning.

Further, our research shows that the pursuit of Classics to GCSE and A level can also lead young people to successful outcomes in securing places in Russell Group Universities.”

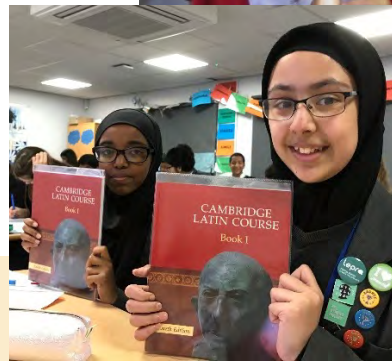
A handwritten signature in black ink that reads "Jimmy Mulville".

Jimmy Mulville, Chair

How we do it

Our approach is dynamic, innovative, and deeply impactful. We don't just support schools; we transform them.

By equipping educators with the skills and resources they need, we ensure that classical studies are taught with passion and excellence.



Regional Network

Operate an association of 14 regional networks offering localised support, training, and resources to schools and teachers throughout the UK.



Resource Development

Develop and provide accessible teaching resources, including courses and guidance for setting up extra-curricular clubs.



Teacher Training

Provide comprehensive training programmes to re-skill teachers from various disciplines to teach Latin, Ancient Greek, and Classical Civilisation.



Community Building

Building a national movement by engaging a community of classicists through regional networks, events, and publications.



Funding

Supporting schools in the purchase of teaching materials, organisation of classical events, and support for new programmes.

The Team

Chief Executive



Operations & Finance



(Team size - 2)

Head of Giving



Fundraising & communications officer

Programmes



(Team size - 3)

Our Partners

We support and are supported by a national network of organisations with a shared vision.



The Iris Project



Roman Society



Association for Language Learning

Association for Language Learning



JACT JACT



Classical Association



Association for Latin Teaching



Hellenic Society



Primary Latin Project



Advocating Classical Education



Hands Up

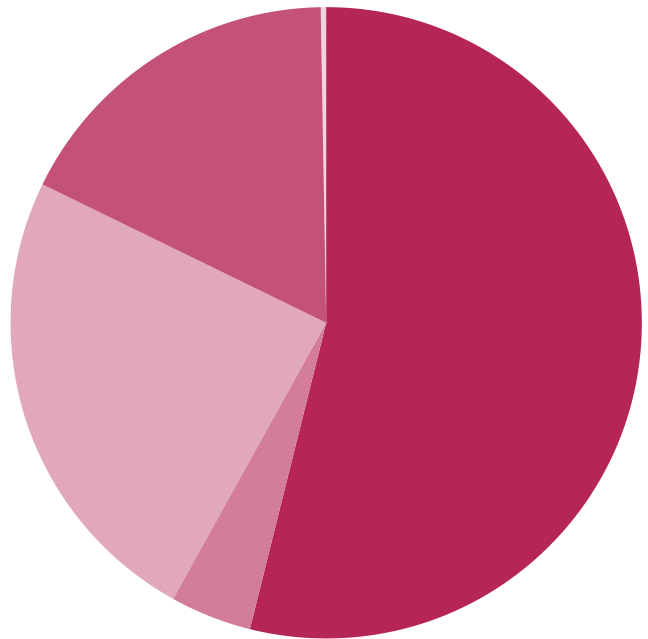


Cambridge Schools Classics Project

The Financials

Income

Major Donor	(£410,911)
Trusts	(£184,340)
Events	(£130,777)
Regular Giving	(£32,000)
Corporate	(£2,000)
Investments	(£2,178)
Total:	£763,006



“What an exciting time to be joining the charity. Having appointed a new Chief Executive, Jo Hobbs MBE, who is ably supported by a team of seven. The team work dynamically and effectively together to deliver our fundraising events and school support. We are looking for someone who is excited about what Classics for All does and who can't wait to make the most of the considerable donor support and networks we currently have, as well as seeking to expand beyond them. We run a number of events each year to cultivate, steward or find new donors. You will be supported by a large number of active senior level volunteers with a wide range of expertise. Our committed board of nine Trustees brings a breadth and depth of experience in education, business and finance.”

Jimmy Mulville, Chair

Fundraising

Whilst we might be small, we have an impressive supporter base and some great resources for a talented fundraiser to leverage for success:

Big Give Christmas Challenge

An initiative which raises c.£100k each year.

Lawyers Group

190 influential lawyers, giving regularly to access our bespoke events calendar.

Gala Night

A biennial event which raises £100k+

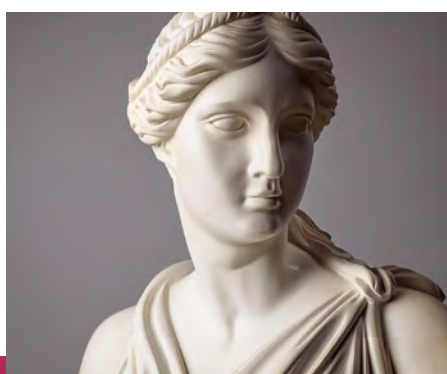


Supreme Court

Moot Supreme Court trials, where preeminent lawyers attempt to prosecute and defend classical figures from history.

The Role

- Title:** Head of Giving
- Salary:** c.£45,000
- Location:** London HQ, hybrid working
- Contract:** Full-time (part-time / flexible considered)
- Reports To:** Chief Executive



We are looking for a dynamic, experienced fundraiser to join us and oversee our entire fundraising operation, targeting an annual voluntary income of ~£750k. You'll inherit a wealth of warm donor relationships, many of whom have supported us for over five years due to our charity's dynamic, lean, and effective approach. This role offers the chance to re-engage lapsed donors, cultivate new relationships, and leverage opportunities from our events programme.

As a key member of our friendly, supportive team, you'll help steer our fundraising strategy, backed by a dedicated Fundraising and Communications officer, a Chief Executive experienced in donor relations, and an operations team providing top-notch project management and outreach. You'll also have the opportunity to shape a Development Committee of senior volunteers.

We're looking for someone with strong data, finance, and communication skills who thrives in a collaborative, flexible environment. Your efforts will significantly impact young people's futures, particularly those in state schools, with a growing focus on underserved communities.

Main Responsibilities

Planning

Collaborate with SMT and relevant committees to develop a robust multi-year fundraising strategy and operational plan targeting £650-850k annually.

Income Generation

Ensure income targets are met or exceeded across all streams, with support from colleagues and senior volunteers.

New Business

Identify and capitalise on new funding opportunities in line with our evolving strategy.

Relationship Management

Cultivate and maintain relationships with major donors, trusts, foundations, and corporate partners.

Finance

Manage the fundraising programme within budget, monitoring total income and expenditure.

Lead in setting and monitoring budgets for each income stream.

Reporting

Deliver high-quality, timely reports for funders, colleagues, and internal committees.

Systems and Processes

Maintain and enhance donor stewardship and management information systems.

Ensure accurate donor contact records in Salesforce.

Communications

Coordinate with colleagues to produce events which raise our profile and engage donors.

Team Management

Foster a strategic, integrated, and motivated fundraising team.

Executive Responsibilities

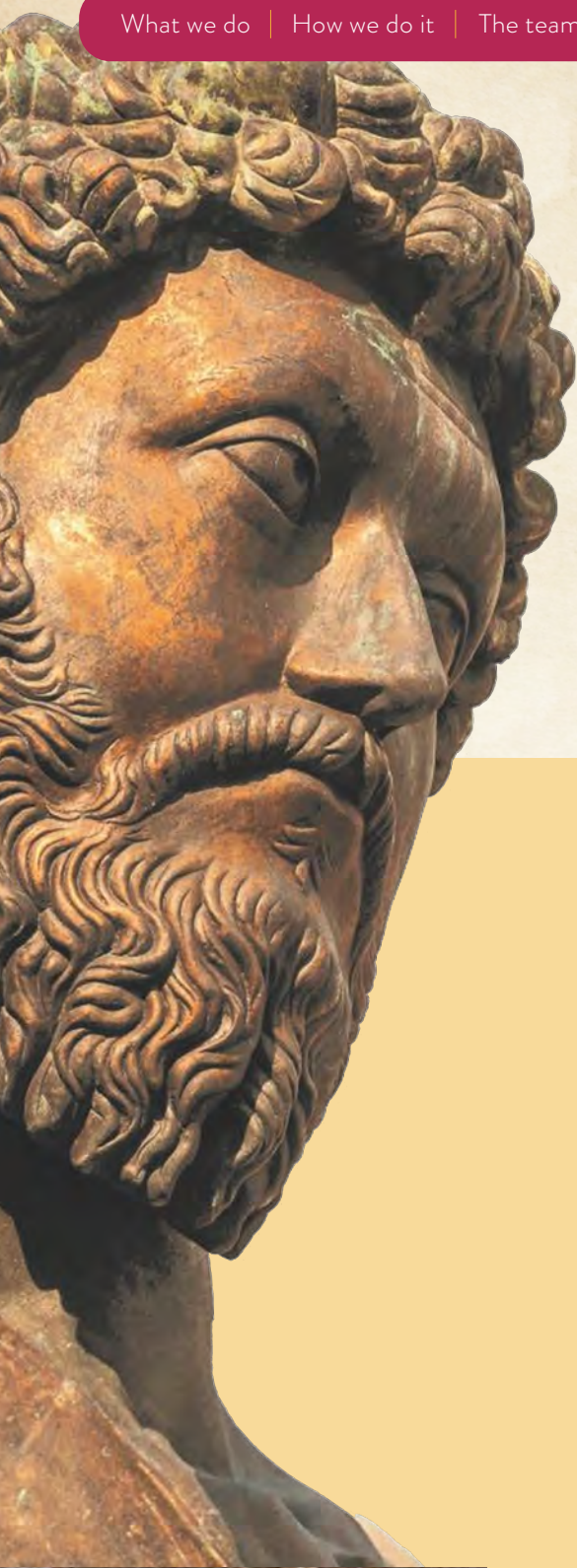
Contribute to strategic discussions with Trustees and committees.

Act as a key member of the Executive Team.

General

Ensure compliance with fundraising regulations and best practices.

Stay informed on sector developments and initiatives.



What we're looking for

We believe that lengthy person specifications hinder open, inclusive recruitment processes. Instead of a wish list of attributes, we've boiled it down to the priority items we know are essential for success in this role.



Proven Fundraising Success

A track record of achieving income targets and managing successful, multi-stream fundraising campaigns. You should bring innovative fundraising ideas and the ability to meet rigorous deadlines.



Strategic Relationship Management

Experience managing high-level relationships with Trustees, senior volunteers, and funders. You should excel in sophisticated reporting and stewardship, ensuring effective partnerships at the highest levels.



Team Leadership and Development

Strong leadership skills with a history of managing and developing teams to deliver exceptional performance. You should be able to motivate and influence others, fostering a collaborative and high-performing environment.



Financial Acumen

Fluency in finance with experience in budget development and management. You should be comfortable with financial planning, resourcing, and monitoring to support our fundraising goals.

If you think you tick all four boxes, we'd love to hear from you.



How to apply

We can only assume you're now as excited about this role as we are. Here's everything you need to know to apply.



Step 1

Thoroughly read through the application pack to ensure it's the role for you.



Step 2

Send your CV to our recruitment partners at Bamboo Fundraising and arrange a time to have a chat.

✉ info@bamboofundraising.co.uk

☎ 0203 750 3111



Step 3

Submit your application by the closing date.

Key Dates

1st September @
9am Closing date
for applications

w/c 9th September
1st stage interviews

w/c 23rd September
2nd Stage interviews
with presentation

Your application

Your application should consist of two parts:

1. CV

This should cover your professional history and be as achievement focused as possible.

2. Covering Letter

No more than 2 pages, this should cover your personal and professional motivations for applying for the role, and how your experience and achievement demonstrate your suitability. Please focus on the following areas:

- Why you feel motivated to apply to lead the fundraising team at Classics for All.
- Your experience and achievement which demonstrate your ability to succeed across the 4 priority areas highlighted in the "What we're looking for" section.

Your time is valuable

We know it takes time to put a good application together. Thank you for taking the time to apply.

In return, we will provide you with feedback at every point in the process.

Our partners at Bamboo Fundraising will be on hand to make sure your time is invested wisely.

We look forward to picking up the conversation.