STEM Learning Limited

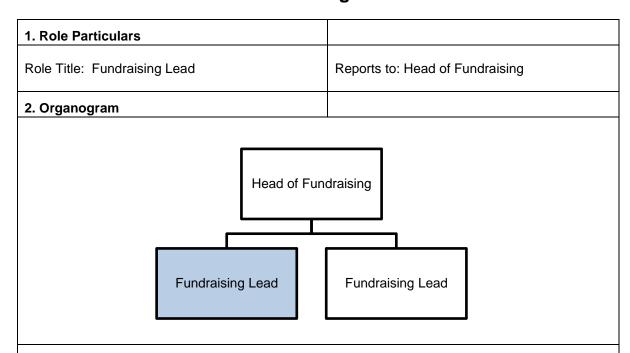| 1. Role Particulars	
Role Title: Fundraising Lead	Reports to: Head of Fundraising
2. Organogram	

3. Purpose of role

The role of **Fundraising Lead** is to drive new donor engagement and secure sustainable, multi-year funding. The Fundraising Lead will develop high value five and six figure fundraising relationships, primarily with the private sector as well as with HNWI, bringing on board new supporters to maximise our income and sustainability. You will work closely with the industry engagement team to ensure effective handovers, and with the Bid Writer, to maximise opportunities with Trust and Foundation income.

You will operate nationally and will also be able to develop place-based relationships and partnerships.

4. Key Results / Accountabilities expected from role

- Secure multi-faceted funding partnerships with corporates and high-net-worth individuals to secure 6+ figure donations over multiple years by responding to incoming enquiries, prospect researching and networking

- Identify and cultivate new business and relationships promoting STEM Learning as an organisation for supporters to invest in, ensuring our brand is strong and positioned appropriately in individuals' and organisations' minds

- Be creative and entrepreneurial, able to spot opportunities and identify ways to present and package STEM Learning's work to achieve sustained income growth from businesses, Trusts and high net worth individuals

- Develop a strong pipeline of new funding to meet current and future income targets, ensuring funding adheres to our ethical policies

- Craft and deliver compelling proposals and pitches to companies and close deals

- Ensure accurate records are maintained to enable accurate reporting and forecasting of income and pipeline

- Work with the Chair, Chief Executive, Trustees, Senior Leadership Team, and wider fundraising team to engage new supporters

- Represent STEM Learning externally at events and conferences, developing new prospects, in keeping with STEM Learning's values.

Successful candidates will demonstrate STEM Learning's values: Sustainable – Innovative – Proactive

- **Sustainable**: We make effective use of resources to deliver impact to positively impact young people's aspirations and social mobility

- **Innovative**: We challenge the status quo, using our data and knowledge to partner with organisations to foster a culture of creativity and collaboration

- **Proactive:** We take initiative and make positive contributions to address challenges and seize opportunities.

5. Key challenges faced in the role

- Positioning STEM Learning as the partner of choice for companies looking to demonstrate their commitment to STEM and developing future talent
- Meeting funder needs while ensuring STEM Learning is able to focus its work on where it is needed most
- Generating unrestricted income, while meeting specific funder requirements.

6. Any other information

STEM Learning Limited is a key UK resource for supporting STEM teaching and learning through provision of resources, on-line and physical networking and communities and partnership with a wide range of organisations and individuals.

7. Experience and Expertise (typical educational qualification and experience)

- Experience developing five and six figure multi-year fundraising relationships with major companies
- Ideally some experience working with major donors
- Ability to work with internal teams to create compelling proposals for potential funders
- Ability to spot new opportunities through networking and attending events, and building new relationships
- A good understanding of CSR and sustainability, and the ability to build on this to create exciting propositions for companies
- Excellent negotiation and closing skills
- Excellent time and project management skills, focusing of big wins, and ensuring records are kept up to date to enable accurate reporting and forecasting.

8. Economic dimensions associated with the role (if any)

N/A

9. Location

York or London based (or the ability to meet in London in person once a fortnight), with occasional UK travel to meet with potential funders.