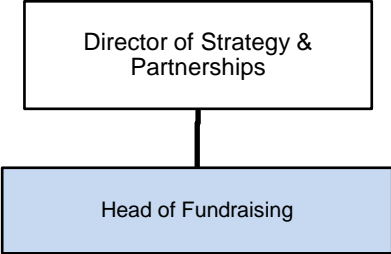


## STEM Learning Limited

<b>1. Role Particulars</b>	
Role Title – Head of Fundraising	Reports to – Director of Strategy & Partnerships
<b>2. Organogram</b>	
 <pre> graph TD     A[Director of Strategy &amp; Partnerships] --- B[Head of Fundraising]         </pre>	
<b>3. Purpose of role</b>	
<p>The role of <b>Head of Fundraising</b> is to drive new donor engagement and secure sustainable, multi-year funding building on our success so far, whilst accelerating progress to ensure we have the resources and partners to achieve our vision of a world-leading STEM education for every young person across the UK.</p> <p>STEM Learning’s vision is to improve lives through STEM education for all young people across the UK, whatever their background. Our mission is to empower young people with the skills and knowledge to thrive through effective teaching and learning. To achieve this, we provide a range of support to formal and informal education, including subject-specific professional development for teachers and other educators in science and computer science, quality assured resources, and Destination STEM – a range of student-facing experiences. We also facilitate the STEM Ambassador programme, enabling 30,000 volunteers from more than 7,500 employers to share their enthusiasm and expertise with young people and teachers throughout the UK.</p> <p>Reporting to the Director of Strategy &amp; Partnerships, the Head of Fundraising will lead major donor, corporate and trust fundraising, bringing on board new supporters, so maximising our income and sustainability.</p>	
<b>4. Key Results / Accountabilities expected from role</b>	
<p>Key Responsibilities:</p> <ul style="list-style-type: none"> <li>• Secure multi-faceted funding partnerships with corporates, donors, trusts, foundations and high-net-worth individuals to secure 6+ figure donations over multiple years.</li> <li>• 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 organisation’s minds.</li> <li>• Develop a strong pipeline of new funding to meet current and future income targets, ensuring funding adheres to our ethical policies - specifically ensuring no funds are raised from any organisation or individual who has generated a material amount of their turnover or wealth through activities that are harmful to young people.</li> <li>• Work with the Chair, Chief Executive, Trustees, Senior Leadership Team, and wider fundraising team to engage new supporters.</li> </ul> <p><b>Successful candidates will demonstrate STEM Learning’s values: Sustainable – Innovative – Proactive</b></p> <ul style="list-style-type: none"> <li>• <b>Sustainable</b> - We are committed to the well-being and development of our employees, stakeholders, funding partners and wider community (caring for</li> </ul>	

<p>people), nurturing the environment we live in (a thriving place) and the achievement of economic success (reinvesting profit) in a responsible and ethical way.</p> <ul style="list-style-type: none"> <li>• <b>Innovative</b> - We embrace new ideas, challenge the status quo, and foster a culture of creativity whilst we expand our network of partners.</li> <li>• <b>Proactive</b> – We take initiative and make positive contributions to address challenges and seize opportunities.</li> </ul>
<p>5. Key challenges faced in the role</p> <ul style="list-style-type: none"> <li>• Need to work effectively and collaboratively with a range of colleagues (in a matrix structure) and stakeholders across and beyond the organisation, managing expectations, ensuring delivery of programme outcomes and financial obligations.</li> <li>• Role contributes to several areas of focus for expansion for STEM Learning: the role will require building strong and trusting relationships with corporate and individual donors and stewarding them to raise five and six figure gifts.</li> <li>• Time management and dealing with competing priorities and pressures – ability to manage own workload and communicate clearly and collaborate effectively with colleagues to maximise outcomes.</li> <li>• 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.</li> </ul>
<p>6. Experience and Expertise (typical educational qualification and experience)</p> <ul style="list-style-type: none"> <li>• Experience: Motivated and passionate fundraiser with a proven track record in building income, using creative and supportive approaches.</li> <li>• Exemplary relationship builder with experience developing multi-faceted corporate partnerships and applying to corporates, trusts, and foundations to secure 6+ figure donations over multiple years.</li> <li>• Able to develop a strong pipeline of new business to meet income targets, with the ability to identify and cultivate new business and relationships.</li> <li>• An entrepreneurial mindset comfortable taking ownership for identifying opportunities for new funds and contributing to the overall fundraising strategy of STEM Learning.</li> <li>• Adaptable and agile, with existing investor contacts and relationships with institutional investors and High Net Worth individuals.</li> <li>• Confident and communicative, possess exceptional interpersonal and presentation skills – feeling at ease in presenting to a range of audiences made up of C-level executives, decision makers and High Net Worth Individuals. Comfortable ‘making the ask’.</li> <li>• Strong networking skills at events and conferences - gaining insights into market trends and opportunities, helping to develop a full understanding of the investment landscape and constantly seek out ways to grow our business.</li> <li>• Able to manage multiple priorities and influence others and demonstrate your knowledge of the industry to achieve our strategic goals.</li> </ul> <p>Other: Flexibility of working hours will be required to meet the demands of the role at key times</p>
<p>7. Location</p> <p>National role - the role holder will be required to undertake UK travel and occasional overnight stays.</p>
<p>8. Salary &amp; benefits</p>

Competitive salary with access to the USS Pension Scheme and a wide range of salary sacrifice and other staff benefits.