

Head of Fundraising and Partnerships Job Description

Reports to: Director of Fundraising and Partnerships

Hours: Full time (40 hours) with flexible working. Core hours are 10am to 4pm, Monday to Friday

Location: Hybrid. Central London on Wednesdays and Thursdays, remote working on other days

Salary: £44,000-£48,000 per annum

Closing date: January 6th, 17:00 GMT

APPLICATION PROCESS

To apply:

1. Complete this application [form](#)
2. Complete and return the equality and diversity monitoring [form](#) to manthuramohamed@economist.com using the subject line 'Monitoring form'

If you have any questions about the role, please contact Harriet Boland at harrietboland@economist.com

We will contact all applicants after the closing date. The first round interviews will take place on January 14th and 15th 2025. The second round will take place on January 21st 2025. Please ensure you will be available to travel to our London office for interviews on these dates.

About Us

The Economist Educational Foundation is a fast-growing charity on a mission to ensure that every child is empowered to think critically and communicate effectively about the world's most complex current issues. Topical Talk, our programme, has already reached over 10,000 teachers and 400,000 children in over 124 countries. Our goal is to reach over 1 million school children by the end of 2026.

Topical Talk helps children join inspiring discussions about the news by providing:

- Award-winning teaching resources for classroom discussions about global news stories
- Topical Talk Festival, the biggest news festival for young people
- Support and training for teachers, including intensive, in-person community partnerships in the UK and America

Our programme has received international recognition, including from HundrED as one of the top 100 education initiatives and from UNESCO as a winner of the Global Media and Information Literacy Awards 2022.

Find out more about our mission and our work at <https://economistfoundation.org/>

The Role

We are seeking a dedicated Head of Fundraising and Partnerships to propel our vital work forward. This role offers a rare opportunity to join a small, impactful charity with a strong brand at a pivotal moment in its growth. The successful candidate will play a key role in winning new business, managing high-value partnerships and securing renewals to help us achieve our ambitious growth targets.

Role Summary:

- Manage and increase income from various funding streams, including philanthropic entities, corporations and trusts
- Operate with significant independence to meet income targets aligned with The Economist Educational Foundation's fundraising strategy
- Identify and secure new fundraising opportunities and engage new donors
- Launch and evaluate pilot projects to determine fundraising effectiveness
- Maintain and enhance existing donor relationships and manage a diverse portfolio of funding bids, including substantial grants

Role Requirements:

- Inspired by our mission
- Proven fundraising track record with evidence of income growth
- Exceptional written and verbal communication skills, with the ability to articulate complex ideas effectively
- Highly numerate, with experience developing project budgets and preparing reports with accurate data analysis
- Proactive, results-oriented and able to work independently
- Deeply collaborative, skilled at relationship management and a strong team player
- Experience in securing and managing large funding grants

The Economist Educational Foundation offers a comprehensive benefits package including 25 days of holiday, a generous pension scheme, life assurance, income protection, private healthcare and a range of flexible benefits. Candidates must have the legal right to work in the UK.

We are keen to hear from applicants from communities under-represented in the charity sector or who have lived experience of facing extra barriers because of their background. We also welcome applications from candidates who are excited by this opportunity but may not meet every single requirement.

If you require any adjustments for your interview, please let us know.