

# Director of fundraising and partnerships (maternity cover)

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## The Economist Educational Foundation

**Reports to:** Chief Executive

**Hours:** Full time with flexible hours. Core hours are 10am to 4pm

**Location:** Hybrid. London (Embankment) two days per week and remote working

**Salary:** £57,000

### Benefits:

- 25 days annual leave, UK bank holidays and one volunteering day a year, one day for moving home
- A highly competitive pension (up to 11% employer contribution for 5% employee contribution)
- Private health insurance, eye tests and medical checks
- Flexible working: core hours from 10am to 4pm with a minimum of two days spent in the office in London each week (Wednesdays and Thursdays)
- 24/7 access to counselling and wellbeing resources through our Employee Assistance Programme
- Income protection insurance and life assurance
- Cycle to work scheme, season ticket loan and gym membership loan
- Free access to *The Economist* content, including an online subscription, our range of apps, podcasts and more

**Closing date:** 23:59 on January 18th.

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### 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.

Last year, 10,800 teachers downloaded Topical Talk lessons, reaching 532,000 children in over 86 countries. We are on track to double this number, reaching over 1 million school children by the end of 2026.

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

- **Topical Talk Headlines** - award-winning teaching resources for classroom discussions about global news stories
- **Topical Talk Festival** - the world's biggest news festival for young people
- **Leadership for Change Prize** – child-led solutions to complex global issues
- **Community partnerships** - support and training for teachers via partnerships with Multi-Academy Trusts in the UK and School Districts in America



Our programme has received international recognition, including from HundrED as one of the top 100 education initiatives, from UNESCO as a winner of the Global Media and Information Literacy Awards 2022 and from the Money And Inclusion Awards (MAIA) for best content in 2025.

Read our latest impact report and find out more about our mission and our work at  
<https://economistfoundation.org/>

### The role

We are looking for a brilliant Director of Fundraising and Partnerships (Maternity Cover), to propel our vital work forward at a pivotal moment in the charity's growth.

We are on track to reach our goal of 1 million young people by the end of 2026. And we are developing an ambitious strategy to reach 10 million young people globally by 2036.

We are aiming to increase our fundraising target from £1.4m in FY26 to £1.8m+ in FY27. We are optimistic that this is achievable, for the following reasons:

1. We have just launched our first fundraising campaign in *The Economist* newspaper, which in its first three days has already met a third of the overall target and unearthed new philanthropists in *The Economist* network.
2. We have very strong, trusted relationships with our core funders, with strong potential for renewals.
3. We have strong backing from The Economist Group, who not only donate office space and back office support, but make introductions to and forge joint-proposals with their corporate clients.
4. We are in the process of setting up a 501C3 in the USA, where the brand of *The Economist* is strong and the fundraising potential is high.

So this isn't just a "holding the fort" maternity cover. This is a 14-month opportunity to deepen our relationships with an impressive and committed set of partners, build on the success of *The Economist's* Christmas fundraising campaign, launch a successful individual giving programme in the UK and US and to develop new high value partnerships – all of which will result in millions more children being able to think, talk and thrive in a contentious and rapidly changing world.

### Responsibilities

You will manage and grow a £1.8m portfolio of world-renowned corporate partners and foundations. You will lead our entry into the American market, leveraging our new CAF America and 501(c)3 status to unlock transatlantic support. You will build on our inaugural *Economist* Christmas campaign to turn readers into a thriving circle of donors and HNWIs in the UK, US and globally. And you will be a key member of the Senior Leadership Team, reporting to the CEO and contributing to the overall success of the charity at a critical moment in its growth. In more detail:

### Strategy

- Lead the delivery of the 2026 fundraising strategy to ensure long-term financial sustainability
- Lead our entry into the American market, leveraging our new CAF America and 501(c)3 status to secure investment from US-based philanthropists



## Donors and partnerships

- Take full accountability for a £1.8m funding portfolio, overseeing renewals, upsells and new business development
- Drive income growth through rigorous pipeline management and data-led reporting
- Manage bespoke, high-value partnerships with leaders in CSR, communications, marketing and family foundations
- Build on our inaugural *Economist* Christmas campaign to turn readers into a thriving circle of major donors and HNWIs in the UK and US
- Build and maintain effective relationships with internal stakeholders across The Economist Group to unlock partnership opportunities

## Leadership

- Build and lead a high-performing team, providing direct line management and mentorship to two fundraisers
- Embed a culture of fundraising across the organisation, collaborating with the CEO and Senior Leadership Team (SLT) to align income goals with organisational strategy
- Act as a key spokesperson for the Foundation, networking at conferences and events to present our impact and identify new donor prospects

## Finance and operations

- Manage fundraising budgets in close collaboration with the Director of Finance and Operations to ensure accurate fund allocation and impact reporting
- Act as the lead for fundraising best practice, ensuring all activities comply with relevant regulations and ethical standards

## Skills and behaviours

You are likely a seasoned fundraiser or a corporate partnerships expert who thrives in the fast-moving, entrepreneurial environment of a small, growing charity and has the attributes to leverage *The Economist's* ecosystem, converting a world-class readership and network into philanthropic support.

You are:

- **An outstanding communicator:** you can quickly identify what your audience is interested in and develop partnership opportunities that compel prospects and donors to action
- **A bold stakeholder manager:** you are unfazed by working with major philanthropists and senior colleagues to get great work done in service of our mission
- **Keen to travel:** you are willing and able to travel to the USA/ internationally several times a year
- **Tenacious:** you navigate setbacks with genuine resilience and enjoy the challenge of finding a "yes" in the face of ambitious targets
- **Entrepreneurial:** You thrive on identifying untapped opportunities and are brilliant at developing strategic ambitions into concrete partnerships
- **Data literate and budget-conscious:** you are adept at translating data into actionable insights whilst maintaining rigorous oversight of our financial position
- **Calm under pressure:** you manage a diverse workload effectively and the team can rely on you to deliver high quality work quickly, accurately and calmly under pressure
- **Happy to get stuck in:** you're also not afraid of rolling-up your sleeves and are happy to get involved in all aspects of fundraising and reporting in a small team



- **A brilliant manager:** you get the very best out of the people who work for you, with great goal-setting, project management and effective development

### Experience

#### You must:

- Have experience meeting and exceeding ambitious fundraising targets
- Have consistently secured, renewed and closed six and/or seven figure deals
- Have experience with both pipeline generation and renewals/upsells
- Have evidence of exceptional relationship management

#### You might:

- Have led a small fundraising team to achieve ambitious targets
- Have US and/or international fundraising knowledge and experience
- Have strong knowledge of global philanthropy and the sector credibility to introduce new partners to the Foundation's work

We're particularly keen for you to apply if you are from a community under-represented in the charity sector or have lived experience of facing extra barriers because of your background.

