

Senior Fundraising Lead

Reports to: Director of Fundraising & Partnerships

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

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

Salary: £43,444 p.a.

Application process

1. Please send a CV and short cover letter to The Economist Educational Foundation: foundationteam@economist.com using the subject line 'Application - Senior Fundraising Lead'
2. Complete and return our [equality and diversity monitoring form](#).

Applications close at 23:59 on March 1st. First round interviews will take place on March 10th, 11th and 12th. Second round interviews will be on March 18th. Both will be in-person at [The Economist Group's offices](#) in London.

We are committed to an inclusive recruitment process. If there are any adjustments or support we can provide to help you perform at your best during the interview, please let us know.

We aim for the successful candidate to be in post by June 2026.

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

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 Senior Fundraising Lead to drive our growth by securing high-value partnerships. This new role is for a results-oriented fundraiser who can manage a sales pipeline and move prospects from "cold" to "secured" with speed and precision. As a Senior Lead, you will take the initiative to propose new approaches that align with our strategic goals and build long-term global partnerships with some of the most renowned companies, trusts and philanthropists. You will sit within a small fundraising team alongside a Director of Fundraising and Head of Fundraising and Partnerships.

Responsibilities

- Pipeline management: independently manage a high-volume, multi-stage sales pipeline for corporate partners, trusts and individuals
- Income generation: drive income growth to meet and exceed targets
- Strategic initiative: propose new approaches and innovative ideas to improve how we identify and secure untapped funding opportunities
- Stakeholder management: manage relationships with key stakeholders utilising *The Economist* brand to close deals
- Budget oversight: take ownership of tracking and adjusting budget aspects for your bids and proposals, ensuring our fundraising goals align with our strategic priorities

Skills and behaviours

You might come from a charity background, work in communications or be a top-performing sales person from the corporate world. Either way, you are:

- **A specialist in the field:** you have fundraising and business development expertise and can advise on tactical decisions to drive results
- **An excellent communicator:** you write beautifully, you are a confident storyteller and influencer and capable of holding your own with external stakeholders
- **Have autonomy and drive:** you operate with a strong degree of independence, requiring minimal oversight to execute work to a level of excellence
- **Data-driven and resourceful:** you use prospect research tools and techniques to build a robust pipeline, ensuring your outreach is always prioritised toward the most viable and high-value opportunities
- **Resilient:** you navigate setbacks with a solution-oriented mindset and stay composed under pressure
- **Flexible:** you are open to adapting your working hours and travelling to secure funding to build effective relationships with donors

Experience

You have:

- A track record of meeting and exceeding ambitious fundraising or sales targets
- Experience independently managing complex projects with multiple moving parts
- Proven ability to secure and close high-value deals

You might have:

- Knowledge of international or US fundraising landscapes

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.