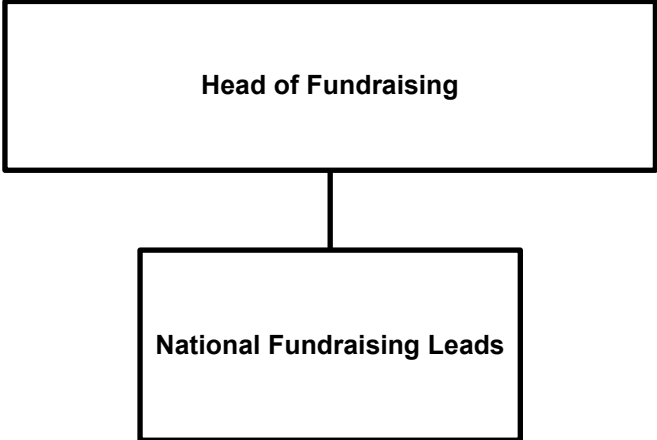


STEM Learning Limited

1. Role Particulars	
Role Title: Fundraising Lead (1fte)	Reports to: Head of Fundraising
2. Organogram	
 <pre> graph TD A[Head of Fundraising] --> B[National Fundraising Leads] </pre>	
3. Purpose of role	
<p>The role of Fundraising Lead is to drive new donor engagement and secure sustainable, multi-year funding. The Fundraising Lead will develop high value six and seven figure fundraising relationships, primarily with the private sector, but also with HNWI in the future, bringing on board new supporters, so maximising our income and sustainability. They will work closely with the fundraising account management team to ensure effective handovers, and with the bid writer, to maximise opportunities with trust and foundation income.</p> <p>They will operate nationally but will also be able to develop place-based relationships and partnerships.</p>	
4. Key Results / Accountabilities expected from role	
<p>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</p> <p>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.</p> <p>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.</p> <p>Develop a strong pipeline of new funding to meet current and future income targets, whilst ensuring funding adheres to our ethical policies.</p> <p>Craft and deliver compelling proposals and pitches to companies and close deals.</p> <p>Ensure accurate records are maintained to enable accurate reporting and forecasting of income and pipeline.</p> <p>Work with the Chair, Chief Executive, Trustees, Senior Leadership Team, and wider fundraising team to engage new supporters.</p> <p>Represent Stem Learning externally at events and conferences, developing new prospects, in keeping with Stem learning's values.</p>	

5. Key challenges faced in the role
<ul style="list-style-type: none"> • Developing new and innovative partnerships that meet the needs to funders but keep within core priorities for STEM Learning • Focussing on unrestricted funding, alongside developing restricted income partnerships • Developing multi-year partnerships agreements to help with future planning • Building a personal new business pipeline from scratch, with the help of key stakeholders and external databases and research
6. Any other information- particular reference to planning (nature and impact), scope of impact.
<p>STEM Learning is dedicated to improving young people's lives through the power of STEM. We believe great STEM education builds knowledge and skills that are vital for everyone. They lead to great career opportunities and enable young people to become informed, thoughtful citizens who can help address the extraordinary challenges and opportunities we face.</p> <p>Thanks to the support of our partners across government, charitable foundations and employers of all sectors and sizes, we were able to support young people everywhere, but particularly those who need it most – including the schools and young people facing the greatest challenge.</p>
7. Experience and Expertise (typical educational qualification and experience)
<ul style="list-style-type: none"> • We're looking for a natural new business fundraiser, someone who is passionate about fundraising with the ability to spot opportunities to grow partnerships • Experience of working in fundraising or a relevant private sector role, contributing to the generation of significant income and securing high value partnerships • Strong organisational skills, enthusiasm and tenacity • An excellent collaborator, who enjoys working with colleagues to create propositions around the charity's strategic priorities • The knowledge and expertise to work with the team to build a robust pipeline of prospective partners for the organisation • Ability to develop and deliver high quality pitches and written proposals • Take a proactive role in feeding into the partnership development strategy, generating ideas, and bringing external insight • A confident networker, able to represent the charity to external stakeholders, build relationships and reputation and communicate effectively • Specialist knowledge of trends and developments in the sector, through completing relevant training, reviewing relevant press and publications and keeping up to date with industry news
8. Economic dimensions associated with the role (if any)
Contribute to the team target of 3.5 million
9. Location
London, York or remote with regular UK business travel and occasional overnight stays.