

Person Specification

Experience	Essential	Desirable
Proven experience in business development, fundraising, or stakeholder engagement.	✓	
Experience engaging corporate donors, trusts, or foundations including managing relationships and reporting.	✓	
Experience in planning and delivering events or multi-stakeholder projects.	✓	
Experience of working in non-profit organisation		✓
Experience working in a multi-academy trust or educational setting		✓
Skills and Competencies		
Strong interpersonal skills, including the ability to build and maintain professional relationships and represent the Trust professionally at all levels.	✓	
Excellent research and analytical skills, with the ability to identify and pursue high-value partnership and funding opportunities.	✓	
Ability to communicate effectively with a wide range of audiences, both written and verbal.	✓	
Strong organisational and time-management skills, with the ability to handle multiple priorities, ability to work independently and strong track record of meeting deadlines.	✓	
Proficient in Microsoft Office and Customer Relations Management/fundraising software.	✓	
Ability to manage data and produce clear reports with exceptional attention to detail and accuracy in maintaining records.	✓	
Professional qualification in fundraising, project management, or stakeholder engagement		✓
Knowledge and Understanding		
Understanding of the UK education system, particularly careers education and multi-academy trusts.	✓	
Familiarity with Gatsby Benchmarks and employer engagement frameworks.	✓	
Awareness of data protection (GDPR), safeguarding, and compliance in educational or charitable settings.	✓	
Personal Attributes		
Highly proactive, self-motivated, and capable of working both independently and collaboratively.	✓	
Strong interpersonal and communication skills, with the ability to build trust with a wide range of stakeholders, including business leaders, educators, and community representatives.	✓	
Passionate about educational equity and student opportunity, committed to improving educational outcomes and social mobility.	✓	
Able to travel to Trust schools and to external partners as required.	✓	
Understanding of financial monitoring and donor impact evaluation		✓