

**DIRECTOR OF
STRATEGIC
PARTNERSHIPS**

ROLE INFORMATION PACK



ABOUT UWS

WHEN WE EDUCATE THE FUTURE, WE CHANGE THE FUTURE

Education accelerates poverty reduction, female empowerment, and improved infant mortality. Yet, 251 million children worldwide are out of school.

This changes now.

UWS works to ensure children have access to quality, inclusive education in remote and marginalised communities by collaborating with local partners, communities and governments.

We deliver schools, we train teachers and we strengthen education systems.

Our low-cost, high impact model builds capacity, not dependency. This ensures that education systems continue to flourish beyond our involvement.

Shifting focus from delivering change in the short term, to empowering change for the long term, we go beyond educating the future, to changing it.

Our vision is Zero Education Poverty.

UWS is an international nonprofit working to end education poverty. With a historical reach of working with 70,000 children in 320 communities, UWS today educates 25,000 children in 180 schools and are scaling our impact through bold partnerships with governments to strengthen public education systems.

We're entering an exciting new phase and are seeking a strategic, dynamic leader to step into this role on a maternity cover basis and help drive our mission forward. Learn more about our work at <https://uwsglobal.net>.

Role summary



- **Role:** Director of Strategic Partnerships (maternity cover)
- **Location:** London, UK (hybrid, 2 days pw in the office)
- **Team:** Global fundraising
- **Contract:** Full Time (37.5 hours pw), Fixed-Term (12-Months)
- **Salary:** £65,000
- **Reports to:** Exec. Director of Global Fundraising
- **Benefits:** 25 days annual leave + UK Bank holidays, L&D and wellbeing days, 4% employer contribution to pension Health cash plan (optical, dental and more)



Role purpose

We are seeking a Director of Strategic Partnerships to join our team on a 12-month fixed-term contract to cover a period of maternity leave.

The Director of Strategic Partnerships is responsible for identifying, managing and developing a UK and international pipeline of multi-year relationships with Corporates, Individuals, large strategic funders and NGOs that have the ability to give £100k+ and/or drive significant programmatic impact. The Director of Strategic Partnerships will work in close collaboration with the Exec Chair, COO, Head of Global Programme Funding, UWS Country Directors, Programmes teams, US Development Director, Trustees and other senior leadership to identify and unlock significant income and engagement opportunities for UWS that will drive our mission forward. The role will also be part of the Global Leadership Team and contribute to the development and deliveries of the UWS 2030 strategy.

The postholder will need the relevant skills and experience to work cross-organisationally and strategically with a range of senior internal and external stakeholders and influencers to build a multi-year pipeline built with opportunities of £100k+, with an annual target of £1m+, alongside building strategic connections that will grow UWS' impact and reach. The postholder will be one of UWS key speakers at donor events and external fora. The role will line- manage a Corporate Partnerships Fundraising Manager and Senior Associate, Partnerships.

Key tasks and responsibilities

1. Identify and cultivate opportunities to secure high value, long term partnerships and relationships with a range of supporters and external influencers and stakeholders that drive income and significant programmatic impact

- Responsible for identifying, managing and developing a personal portfolio of high-net-worth partners with the capacity to give 6 figure multi-year gifts, building meaningful, long-term strategic philanthropic relationships with a primary focus on qualifying prospects and closing gifts/partnerships of £100k+ multi-year.
- Manage and coordinate complex, multi-faceted relationships, securing gifts and strategic support that aligns with the donor/stakeholders ambitions with UWS' own priorities
- Plan and implement engagement and cultivation strategies which will bring donors/prospects/strategic relationships closer to UWS. Qualify, cultivate, solicit and steward these contacts to align their interests with the strategic objectives of UWS, always ensuring SLT and programme colleagues are consulted and engaged in maximizing these opportunities to further our mission.
- Collaborate with key senior stakeholders and the wider fundraising team, particularly the COO, Global Head of Programme Funding and SLT to develop and maintain an innovative and robust pipeline of programmatic ideas and identified gaps; engage identify contacts that drive effective strategic collaboration.



ABOUT THE ROLE

- Support and implement the organisational approach to partnership working, scope further partners globally in line with UWS programme strategy and identify gaps
- Work with the COO to provide a conduit between partnerships and SLT that creates impact from both programmes and funding perspective.
- Work in close collaboration with Country Directors, US Team, Trustees and Global colleagues to identify networks and strategic opportunities; convert these opportunities into long term high value income and/or programmatic partnerships/relationships.
- Generate high levels of annual multi-year income according to agreed targets

2. Leadership

- Manage, develop, and support the Corporate Partnerships Manager and Senior Associate, Partnerships, ensuring clear KPIs and targets are in place. Ensure the pipeline is robust and partnerships are delivering income targets and wider networking opportunities for the greater good of the fundraising programme
- Continually and proactively look for new, high impact relationships globally that can support the funding pipeline, and programmatic aims, ensuring that Country Directors and COO is fully engaged and supportive of the relationships and impact this role brings to our mission
- Provide leadership across the Fundraising Team acting as a near-peer-coach and supporting junior colleagues to bring in new business and develop mutually beneficial, transformational relationships.
- Coach and support senior stakeholders to unlock high value strategic opportunities.
- Contribute to the development and implementation of the fundraising strategy, leading on agreed aspects
- Contribute to the success of the Fundraising Team through active participation in discussion, annual plans and strategy decisions, team development and providing collegiate support across the Fundraising, and wider UWS, Team
- Deputise for the Executive Director of Global Fundraising when required

3. Be an engaged and active member of the wider leadership Team

- Be part of the global leadership team supporting the development and direction of the organisational strategy
- Be a key point of contact between strategic partners and the wider senior UWS Team
- Build positive working relationships with colleagues in-country
- Be one of UWS key speakers at donor events and external fora.



Candidate Specification

You're a dynamic and strategic relationship-builder with a strong track record of securing six- and seven-figure partnerships and navigating complex stakeholder environments. You bring leadership experience, global perspective, and the ability to align organisational ambition with transformative funding opportunities.

Every individual at UWS needs to:

- Be committed to UWS's vision, mission and values and apply them in their daily behaviour and work.
- Be committed to undertaking UWS's safeguarding training and adhering to relevant policies, to ensure everyone who comes to contact with UWS are as safe as possible.

Experience, Knowledge and Competencies

Essential

- Proven ability to secure six- and seven-figure, multi-year partnerships (£100k+), particularly with HNWLs, corporates, NGOs, and strategic funders.
- Consistent track record of raising £1m+ and managing complex donor relationships from cultivation to stewardship.
- Minimum five years' experience in high-value fundraising, business development, or a related field.
- Strong influencing, negotiation, and relationship-building skills in complex stakeholder environments.
- Strategic thinker with the ability to align donor interests with organisational goals and funding priorities.
- Skilled networker, able to build credibility and position organisations for future funding.
- Effective team leader with experience line managing and coaching senior staff.
- Excellent communicator and confident public speaker across diverse audiences and forums.
- Strong project and time management skills; able to juggle multiple high-value opportunities.
- Financially literate with experience analysing complex budgets and proposals.
- Proficient in CRM systems, Canva, and digital collaboration tools.

Desirable

- Knowledge of the global challenges and opportunities impacting the education of young people
- Working with large strategic donors remotely.
- Experience of coaching and supporting senior stakeholders



HOW TO APPLY

Application process

If you'd like an informal call about the role, please contact linda@uwsglobal.net. When you're ready to apply, please send your CV and a cover letter (max. two pages) outlining your suitability to recruitment@uwsglobal.net.

Deadline: 8th June 2025

First round interviews: w.c. 16th June 2025

We aim to have the successful candidate in post by **15th September 2025**.

UWS is committed to the safeguarding of children and ensuring we recruit safely is central to this commitment. All applicants will be required to undertake a DBS (Disclosure and Barring Service) check (or country-equivalent background check) as a condition of employment.

UWS is an equal opportunity employer and commits to treating all applicants fairly. We actively promote diversity and inclusion and encourage applications from under-represented groups. We oppose all forms of unlawful and unfair discrimination on the grounds of age, disability, gender reassignment, marriage and civil partnership, pregnancy and maternity, race, religion or belief, sex and sexual orientation. All successful candidates must satisfactorily complete a 3-month probation period.

251 million children are currently denied their right to quality education. We've been on a mission to end education poverty since 2008, together we have....



70,000+

students enrolled



324

schools established



1300

teachers trained and

UWS
EDUCATE THE FUTURE
CHANGE THE FUTURE

Questions and feedback

Any questions?

Please email recruitment@uwsglobal.net and we will get back to you.

A photograph of two young girls in school uniforms. The girl in the foreground is smiling and making a peace sign with her right hand, while her left hand is near her face. The girl in the background is also smiling and making a peace sign. The background is blurred, showing a pattern of light and dark shapes.

UWS EDUCATE THE FUTURE
CHANGE THE FUTURE

UWS is a UK registered charity under number 1187721
Learn more at www.uwsglobal.net