



Director of Strategic Partnerships and Development

Commensurate with experience

Part-time (0.8), permanent (flexible options considered, salary pro-rated)



St Catherine's School, Bramley is seeking to appoint a Director of Strategic Partnerships and Development



About St Catherine's School

St Catherine's was founded in 1885 and in 2025 celebrated 140 years of successful education for girls. The School is a Day and Boarding School, with pupils aged between 3 and 18. The School is situated in a 25-acre site in the village of Bramley, three miles south of Guildford off the main Horsham Road (A281) and on the edge of the Surrey Hills Area of Outstanding Natural Beauty.

St Catherine's is a selective girls' school with a strong academic record, but we're equally committed to offering a rounded education that helps every pupil grow in confidence, curiosity and character. Our aim is to prepare girls not only for successful futures, but for full, happy and purposeful lives.

The School underwent a full ISI Inspection under their new framework in October 2023 and the Inspectorate's report along with an Executive Summary from St Catherine's may be viewed [here](#). Our Good Schools Guide Reviews can be found [here](#) along with Parent Testimonials which can be found [here](#).

The Role

Reporting directly to the Head and serving as a member of the Senior Leadership Team, the Director of Strategic Partnerships and Development will lead the School's fundraising, external relations, strategic partnerships and business development activities.

The postholder will be responsible for securing philanthropic support, cultivating major donors, developing strategic partnerships and generating sustainable income opportunities that enhance the School's educational provision, pupil experience and long-term financial resilience.

Acting as a senior ambassador for the School, the Director will build influential relationships with alumnae, parents, foundations, corporations, community organisations and prospective supporters, creating a culture of engagement, advocacy and philanthropy across the School community.

This is an exciting opportunity for an entrepreneurial, relationship-focused leader who combines commercial acumen with outstanding networking and fundraising skills. Experience in education is not essential. Applications are welcomed from candidates with successful experience in fundraising, development, business development, corporate partnerships, relationship management, philanthropy, sponsorship, professional services, hospitality or other externally facing leadership roles.



Key Duties and Responsibilities

Strategic Leadership

- Develop and implement a comprehensive Development and Partnerships Strategy aligned with the School Development Plan and long-term vision.
- Identify opportunities to diversify and increase income through philanthropy, partnerships, sponsorship, enterprise activities and strategic collaborations.
- Act as a senior ambassador for the School, representing its interests across key stakeholder groups and external networks.
- Build and maintain strong relationships with influential individuals, organisations and businesses that can support the School's ambitions.
- Foster a culture of philanthropy, advocacy and external engagement across the School community.

Fundraising and Philanthropy

- Lead fundraising activity across the School, developing ambitious but realistic fundraising targets.
- Build and manage a pipeline of prospective donors, supporters and strategic benefactors.
- Secure major gifts from alumnae, parents, trusts, foundations and corporate partners.
- Lead annual giving initiatives and donor stewardship programmes.
- Develop and deliver capital campaigns to support major School projects and strategic priorities.
- Research, identify and pursue grant funding opportunities from charitable trusts and foundations.
- Develop effective donor recognition and stewardship programmes to maximise long-term engagement and support.
- Establish robust fundraising reporting frameworks and monitor performance against agreed targets.

Strategic Partnerships and Business Development

- Identify, develop and manage partnerships with organisations whose values and objectives align with those of the School.
- Generate new opportunities for strategic collaboration across education, business, sport, arts, technology and the wider community.
- Develop sponsorship opportunities that enhance the School's provision while protecting and strengthening the School's brand.
- Create mutually beneficial relationships with local, regional and national organisations.
- Identify new commercial opportunities that support the School's mission and provide sustainable additional income.
- Evaluate the commercial viability, strategic fit and reputational impact of all prospective opportunities.
- Work closely with colleagues across the School to bring new initiatives from concept to successful delivery.

Alumnae and Community Engagement

- Oversee the School's alumnae engagement strategy.
- Foster relationships with alumnae, parents, former staff and friends of the School.
- Develop programmes that encourage external networking, mentoring, volunteering and advocacy.
- Create engaging events and initiatives that build long-term affinity with the School.
- Increase participation and engagement across key stakeholder groups.



Success Measures

Within three years the postholder will demonstrate:

- Significant growth in philanthropic income.
- Increased major donor engagement and major gift activity.
- Successful delivery of strategic fundraising campaigns.
- Growth in sponsorship and partnership income.
- Expansion of alumnae engagement and participation.
- Development of a high-quality pipeline of prospective supporters and partners.
- Increased external profile and influence of the School.
- Measurable contribution to the School's long-term financial sustainability.

Strategic Development of School Assets

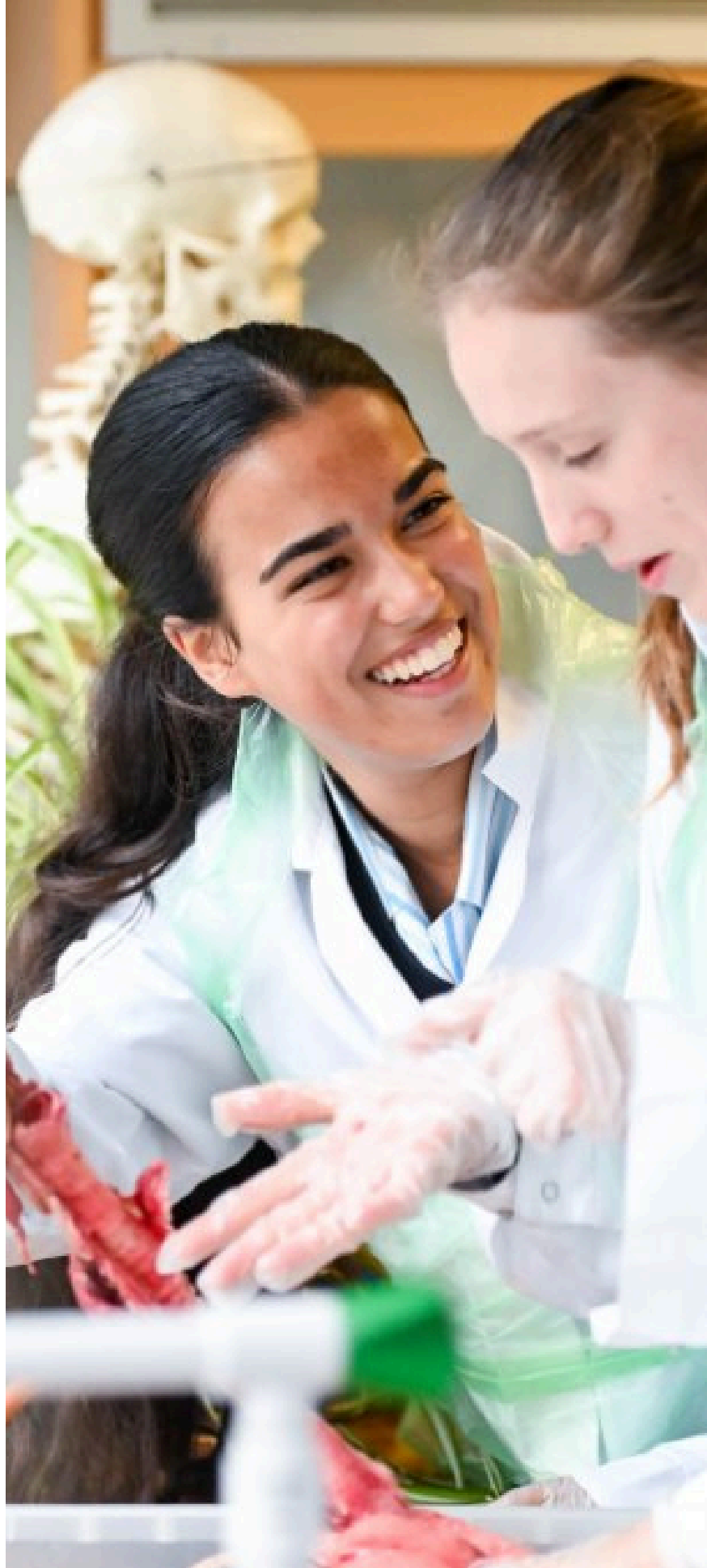
- Work with the COO and Finance teams to identify opportunities to maximise the value and utilisation of School facilities and resources.
- Contribute to the commercial elements of the School's Site Masterplan.
- Develop business cases and income projections for significant projects and new facilities.
- Explore opportunities for partnerships, sponsorship and community use linked to future developments.
- Ensure that all opportunities align with the School's educational priorities and brand positioning.

Leadership of External Engagement Functions

- Provide strategic leadership and oversight of Development and Alumnae Relations.
- Work collaboratively with Admissions and Marketing to ensure a unified approach to engagement, reputation and growth.
- Ensure all external-facing teams share common objectives, key performance indicators and reporting frameworks.
- Champion exceptional relationship management and stakeholder experience across all engagement activities.

Data, Systems and Insight

- Champion effective CRM utilisation across fundraising, alumnae relations and stakeholder engagement activities.
- Use data and insight to identify opportunities, monitor performance and inform strategic decision-making.
- Develop clear dashboards and reporting mechanisms for the Head, Governors and Senior Leadership Team.
- Foster a culture of accountability, evidence-based decision-making and continuous improvement.



Person Specification

Essential

- Proven senior commercial leadership experience in a brand-led or growth-focused organisation.
- Strong strategic leadership capability.
- Experience leading multi-disciplinary teams and driving change.
- High commercial acumen with the ability to translate strategy into action.
- Confident communicator with credibility at board and executive level.
- Data-literate and comfortable using insight to drive decisions.

Desirable

- Background in business development, commercial strategy, fundraising, advertising, media, consumer marketing or related sectors.
- Experience overseeing customer journeys, pipelines or conversion funnels.
- Experience of campaign management and/or fundraising.
- Exposure to partnership development or diversified revenue streams.

Skills and Attributes

- Strategic, curious, and improvement-focused
- Confident communicator with the ability to influence at senior level
- High levels of integrity, professionalism, and attention to detail

Ethos and Whole School Values

- Committed to operating as part of the school community
- Committed to St Catherine's Values
- Committed to our holistic education and outstanding pastoral care

Safeguarding and Pastoral

- Committed to safeguarding and promoting welfare of children and young people
- Satisfactory Enhanced Disclosure from DBS

Remuneration

Competitive salary commensurate with experience

Part-time (0.8 FTE), permanent (flexible patterns considered), year round.

Benefits

- Generous pension scheme with a choice of contribution rates:
Employee 3%, St Catherine's 8%
Employee 4%, St Catherine's 10%
Employee 5%, St Catherine's 12%
- Health Cash Plan
- Holiday allowance (25 days plus Bank Holidays) which can be booked year-round
- Fee remission for daughters attending the school
- Lunch provided during term time
- On site parking
- Cycle to work scheme





Applications

The application should be completed on My New Term using the link to job opportunities below by 10am on Tuesday 1 September and should take the form of:

- the completed My New Term Application Form provided with these details/found on the School website at www.stcatherines.info/welcome/job-opportunities
- a curriculum vitae if you wish to submit one to complement the My New Term application form.

Candidates will have their applications acknowledged and if you do not hear from us after a few days, please contact the HR Administrator by email on jobapplications@stcatherines.info.

Applications will be assessed in order of receipt and interviews may occur at any stage after applications are received. Please apply as soon as possible.

Thank you for your interest in St Catherine's School.



St Catherine's School BRAMLEY

St Catherine's School
Station Road, Bramley, Guildford, Surrey, GU5 0DF
01483 893363 | jobapplications@stcatherines.info
www.stcatherines.info

Patron: Her Majesty The Queen
Registered Charity Number: 1070858