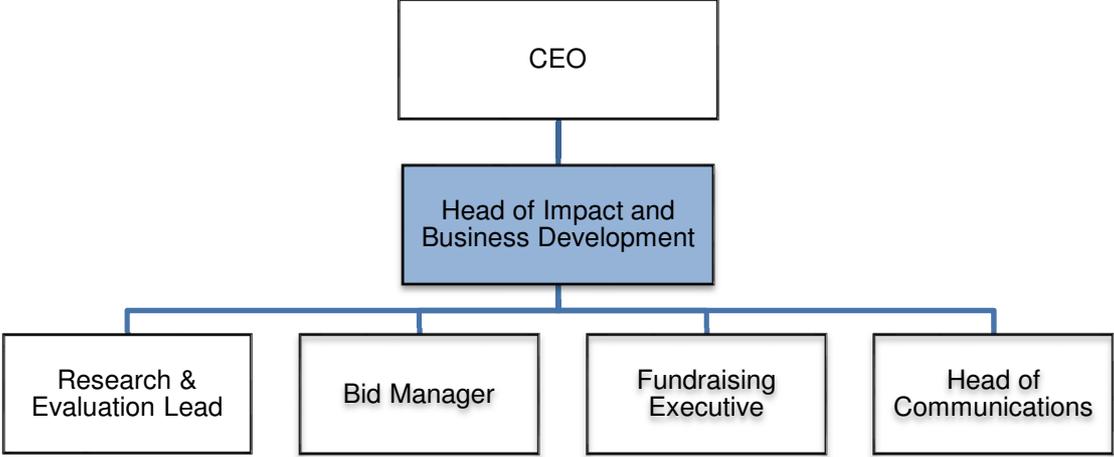


STEM Learning Limited

1. Role Particulars	
Role Title – Head of Impact & Business Development	Reports to – Chief Executive
2. Organogram	
 <pre> graph TD CEO[CEO] --> HIBD[Head of Impact and Business Development] HIBD --> REL[Research & Evaluation Lead] HIBD --> BM[Bid Manager] HIBD --> FE[Fundraising Executive] HIBD --> HC[Head of Communications] </pre>	
3. Purpose of role	
<p>Drive forward STEM Learning’s fundraising efforts, along with its ability to identify, assess and – where appropriate – exploit opportunities to support sustainability, reach and impact on outcomes for young people, schools and employers.</p> <p>Build STEM Learning’s profile and reputation as No 1 in STEM through effective communications and stakeholder engagement at all levels, making it the natural choice for schools, colleges, employers, government and others in STEM education and skills engagement.</p> <p>Ensure STEM Learning maximises its impact on schools, teachers, young people, STEM Ambassadors and employers across the UK, through use of research, robust evaluation, an offer which meets immediate and emerging needs and on-going innovation.</p>	
4. Key Results / Accountabilities expected from role	
<ul style="list-style-type: none"> • Develop STEM Learning’s sustainability and impact on UK STEM education through horizon scanning to identify new and emerging trends; leading the development and implementation of fundraising strategies; bids, tenders and submissions for continued support; and commercialisation of appropriate opportunities. • Ensure use of evaluation and research across STEM Learning which underpins cutting edge support and robust evidence of impact across all activities and target groups (young people, teachers and schools, employers, STEM Ambassadors etc). • Build further STEM Learning’s ability to communicate clearly and authoritatively with all stakeholders, enhancing its reputation for thoughtleadership across STEM education and skills. • Strengthen STEM Learning’s capacity for innovation in its products, services and delivery; stakeholder engagement; use and dissemination of research; engagement with partners; and communications so cementing and developing its position as the No 1 in STEM. • Be a key public face of STEM Learning across the wider education, research, business, funder and STEM communities. Recognised as a sector expert and thought-leader. 	
5. Key challenges faced on the role	
<ul style="list-style-type: none"> • Collaborating with and managing expectations of a wide range of internal and external partners. • Time management and prioritisation – ability to manage own workload and communicate clearly and collaborate effectively with colleagues, including those working remotely. • Building STEM Learning’s capacity for innovation and creativity, along with ensuring robust use of evaluation and research, whilst maintaining a commercial focus. 	

6. Any other information (particular reference to planning (nature and impact), scope of impact).

STEM Learning is a non-profit organisation, which exists to achieve a world-leading STEM education for every young person across the UK. It provides support to schools, colleges, teachers, technicians and others in terms of STEM-specific Continuing Professional Development, STEM Ambassadors, STEM Clubs support, an e-library and physical resource centre, and other activities. It works with and through a wide range of partners across England, Scotland, Wales and Northern Ireland.

This is a new role to strengthen STEM Learning's capacity to develop its existing activities alongside innovative lines of business, meet the challenges of the ever-changing environment, and ensure we continue to provide truly world-leading support.

7. Experience and Expertise (typical educational qualification and experience)

- Professional qualification
- Significant senior management experience, with a proven track record of effectiveness in shaping an organisation's strategy and operations
- Able to maintain and continually develop successful working relationships with a wide range of stakeholders – including funders, education, academia and employers - at the highest level
- Proven track record in the development of new business ideas and capacity
- Successful experience of leadership, ideally in rapidly changing environments
- Excellent communication skills, with track record of communicating and influencing effectively with internal and external stakeholders at all levels

8. Economic dimensions associated with the role (if any)

Combined turnover of STEM Learning Ltd and the associated ENTHUSE Charitable Trust of £21million

9. Location

London (EC2) with frequent national travel. Occasional international travel.