



**HEAD OF FUNDRAISING  
RECRUITMENT PACK**

Heriot-Watt is a truly distinctive and vibrant global university with five campuses across three countries, partners in 150 countries and over 30,000 students worldwide. Named International University of the Year by the Times and Sunday Times Good University Guide 2018, walking around Heriot-Watt University is like taking a trip around the world!

This Head of Fundraising role is packed full of potential. We are seeking a dynamic and ambitious senior professional to drive forward activities and achieve a step change in fundraising, doubling its income and build momentum for our campaign launch in 2021 – a year in which we will proudly celebrate our bicentennial.

*As a recent recruit, I have been welcomed into a great team of fundraisers and alumni professionals, dedicated to working collaboratively. Link this with several exciting projects, there is real potential for fundraising. I look forward to welcoming a new Head to help a great team flourish and achieve our ambitions.*

We have an exciting pipeline of projects and initiatives that will transform learning and teaching, enterprise and entrepreneurship as well as robotics and AI. Whilst STEM, management and business are key focus areas, our boutique style university makes us special in areas such as brewing and distilling, health, photonics and quantum sciences. Our new Strategy 2025 is in progress and will set out our ambition and priorities for the next seven years.

Development is high on our agenda and there is strong institutional support to grow and develop the function. Our Principal, Professor Richard Williams together with our Chair of Court, Dame Frances Cairncross and our Chancellor Robert Buchan form part of a development 'dream team' - all experienced in philanthropy and very committed to supporting this area.

We have an ambitious agenda and are seeking a high calibre, talented individual with an impressive track record in raising funds; leading, managing and inspiring high performing teams; passionate about higher education; and excellent in building relationships and connecting donors and prospects to life changing opportunities. Someone who dreams big and aims high!

*Everyday, there's a new delight to discover at Heriot-Watt and great opportunities to connect and engage our 120,000 strong alumni community - from cutting-edge research, contemporary projects, interesting industry partnerships and local and global collaborations. Our team is full of bright and ambitious people, excited about working together to make a difference. It's great to be part of that.*

**Kerryn Kirkpatrick, Alumni Manager (maternity leave)**

This is an exciting chapter for Heriot-Watt and its development and alumni function. If you are ambitious, hungry for success and have the proven fundraising and professional skills to excel in this exciting role, I would love to hear from you.

I look forward to discussing meeting you and discussing this opportunity further.



**Nuala Boyle**  
**Assistant Principal, Development**

### **Background information**

## History

The University's history began in 1821 when the School of Arts of Edinburgh (the world's first Mechanics Institute) was established to "address societal needs by incorporating fundamental scientific thinking and research into engineering solutions". The Institute revolutionised access to



education in science and technology for ordinary people beginning a long and rich tradition of excellence in educating, inspiring and challenging the professionals of tomorrow. It was an early pioneer of equal opportunities, welcoming women as early as 1869 – twenty years ahead of other institutions.

Heriot-Watt University remains true to its heritage of creating and exchanging knowledge for the benefit of society. It produces graduates, who make a tangible contribution to society, industry and the economy, and develops researchers, who provide solutions to the challenges of the day and to the benefit of the wider economy. Heriot-Watt University is one of Scotland's leading providers in science, engineering, business management, languages and textiles.

The University has a reputation as Scotland's most international university. One-third of Heriot-Watt students studying in Scotland come from outside the UK – one of the highest proportions of overseas students of any UK university. Overseas education is supported by the growth of campuses in Dubai and Malaysia, by a network of innovative learning partnerships and via independent (distance) learning delivering education to students in 150 countries around the world. Approximately 20,000 Heriot-Watt students study outside of Scotland.

In January 2012, the University opened a new campus in Malaysia, and its first intake of undergraduate students commenced in September 2014. The £35m 'green campus' creates state-of-the-art teaching and learning environment and provides students with an exceptional range of facilities for study and student life. It reflects the University's status as a leading provider of high quality, professionally orientated education, knowledge transfer and research. Once the campus is fully developed, it will support up to 4,000 students.



## Terms and benefits

Heriot-Watt's campus in Edinburgh is beautiful with a small community feel. Set in 300 acres of Parkland on the edge of Edinburgh city, we have a unique working environment. Facilities available on campus include onsite nursery, health and dental care, treatment and rehabilitation centre, sports facilities, range of catering options and free parking.

We want to ensure our staff well-being and offer a good work life balance. There is a generous holiday allowance, enhanced rates of maternity/paternity/adoption leave and a child-care voucher scheme.

Our development opportunities include coaching, wide range of course options, use of our libraries and for managers we have a programmes designed to support you developing in your role as a leader. You will also have regular performance reviews with a development plan in place.

By joining Heriot-Watt University you will receive a competitive salary with annual increments, generous employer contribution to your pension scheme and give as you earn options. You can find more information on the Financial Rewards on our website -

<http://www.hw.ac.uk/about/careers/rewards-benefits/calculator.htm>



## Living in and around Edinburgh

Edinburgh is Scotland's cosmopolitan capital, full of contrasts. Regularly list as the best place to live in the UK for employment rate, average gross income, exam results, house prices, average weekly rents, crime rates, hours of sunshine and energy prices, Edinburgh has something to offer everyone.

## History and Heritage



Bursting with historical attractions, Scotland's capital city is a true heritage hub. Discover staggering architectural and natural beauty and some of the most inspirational attractions in Scotland, many of which can be enjoyed for free. From the Royal Mile, Edinburgh Castle, Palace of Holyrood House, Royal Yacht Britannia, Arthur's Seat and many more, you cannot fail to be impressed.

## Edinburgh Culture and Festivals

It's for a good reason Edinburgh's been dubbed the world's festival capital. Kick off the year with the world famous Hogmanay and New Year celebrations. Then we continue with Burns night in January, Fire & Science festival in April, Film festival in June, jazz and blues in July leading to the most famous arts festival in the world during July and August, the Edinburgh International Festival, the city attracts a wonderful array of international visitors, famous faces and talented newcomers with a kaleidoscopic range of shows, exhibitions and events, transforming Edinburgh into a vibrant hive of cultural activity.



## Natural Playground

Adrenaline seekers and casual ramblers alike will be at home in Edinburgh as we have an amazing range of activities on offer. Enjoy walking, cycling, golf, skiing, watersports and much more, all set amidst superb scenery. From rugged hills to unspoilt beaches, the region is one adventure destination you simply cannot miss. We have popular country parks, cycle paths, stunning views from the Pentland hills on the outskirts of Edinburgh and of course our famous Murrayfield stadium. From here you can join the crowds to cheer on Scotland's national rugby team. How about a challenging round of golf with various courses in around the city.

## **Shopping**

You will find an array of high street shops and good department stores in the city centre. If designer chic is what you are after, head to Multrees Walk in the East of the city where you will find a shoppers paradise. If you prefer indoor shopping we have the St James' Centre near to Multrees Walk where you will find all the usual branded shops along with Ocean Terminal which is near the Shore at Leith. For quirky shops with character and a vintage feel, you must visit Stockbridge where you will find an eclectic mix.

## **Food and drink**

Edinburgh is a food and drink paradise. Edinburgh boasts five Michelin-star restaurants making it one of only two cities outside London that enjoy this status. Edinburgh can offer a fantastic selection of international flavours from across Europe and beyond to India and China. Soak up the City's buzzing café and tearoom culture. Sip cocktails in the trendy surroundings of the West End and George Street or head to the



Old Town or West Port to enjoy some traditional pubs. Head for the Shore in Leith for an eclectic mix of cuisine and an unrivalled offering of seafood.

## **For Families**

Edinburgh has the best education system in Scotland and one of the best higher education systems in the country. It is also home to some of the highest rated private secondary schools in the UK. There are 4 Universities in the city.

There is a diverse range of industries which call Edinburgh home such as Finance, Technology, Creative, Tourism and Renewable Energy meaning there are diverse opportunities available for other family members.

**To apply:**

Please contact our retained Consultant Peter Caithness, of Caithness Consulting, for a first stage confidential conversation on 01241 410405 or (M) 07803 513056, or you can apply directly by submitting;

- A comprehensive curriculum vitae outlining relevant achievements in recent posts as well as your education and professional qualifications.
- A covering letter that summarises your interest in the post, providing evidence of your ability to match the criteria outlined in the Person Specification.

To: [peter@caithnessconsulting.co.uk](mailto:peter@caithnessconsulting.co.uk)

Please specify your latest salary, notice period and names of 2 referees, together with a brief statement of the capacity in which they have known you and an indication of when in the process they can be contacted (please note we will not contact your referees without your express permission).

An application pack including a full job and person specification will be available on request.

**Closing date: Monday 3rd September 2018**

**Panel interview will take place on the 3<sup>rd</sup> October 2018 at Heriot-Watt University, Edinburgh**

