SHAPE OUR SUCCESS

JOIN OUR REMARKABLE COMMUNITY AS SENIOR GLOBAL PHILANTHROPY MANAGER
Thank you for taking the time to look at our job pack. I hope you like what you read and feel inspired to consider joining our friendly, welcoming team as Senior Global Philanthropy Manager.

This is a hugely exciting time for the University of Southampton and especially for the Office of Development and Alumni Relations (ODAR). Our President and Vice-Chancellor joined in 2019 and launched an ambitious and focused strategy that knits together three primary objectives for our community: research, education and enterprise, with a strong focus on engaging with our wider community to create impact both locally and globally.

To help deliver these aspirations, the ODAR has received significant investment to grow our team. There are now almost 60 of us gearing up to deliver the University’s first ever comprehensive campaign. This will see us looking to raise £100m over the next decade for a range of projects that will truly change the world for the better.

In ODAR we believe passionately in the power of philanthropy and take great pride in the role we play in helping to connect generous alumni and supporters with programmes that inspire them. We believe that philanthropy should be enjoyable and fun and that our donors should really enjoy the experience of engaging with our brilliant academics and students.

The Senior Global Philanthropy Manager is a brand new position that reflects our ambition to significantly grow our networks around the world and establish meaningful partnerships with high net worth individuals and organisations. The successful candidate will have an opportunity to connect with alumni and other strategic partners in our priority regions and, importantly, develop new relationships. We will be looking for you to use your experience and initiative to do this and you will be supported by a well established Operations team in Southampton.

I know that moving jobs is a big decision and I’d be more than happy to chat to you before you apply. I’ve been at Southampton for 20 years and absolutely love it here. I feel very lucky to work in a beautiful part of the world, for a top quality organisation and with people who make me laugh every day. If you have the skills, energy and commitment to join us, we’d be delighted to hear from you.

With warmest wishes, Katherine

Katherine de Retuerto
Associate Director of Development
K.A.deRetuerto@soton.ac.uk
07789947749

Current Opportunities
Together we can make a real impact on the future.

Our University community is committed to the highest quality in everything we do. We have a global reputation for our passion and ability to work collaboratively in delivering world-class education, research and innovation that makes a real impact on society’s biggest challenges.

To meet those challenges head-on, we must have a team that is reflective of society and our students. We strive for greater inclusivity in our community. Diversity is a strength and makes us more creative, accelerating our impact on society. We celebrate an equal and respectful environment in which people from all walks of life and backgrounds are welcome to join us.

Our people inspire and empower one another to share and apply their knowledge to transform lives. They are key to what we do, and who we are. Working collaboratively and fostering a culture of transformational leadership are two of our five core values. These values form part of our University Strategy and are there to help us achieve our overall purpose: to inspire excellence, to achieve the remarkable, and build an inclusive world. Find out more about our values on page six.

Our exceptional students share in the journeys of discovery and become confident thinkers who can realise their full potential. We attract high-quality students from over 130 countries, and educate students through University of Southampton Malaysia and collaborations with prestigious partners globally.

As our students become graduates of the University, they join our wider global community of over 265,000 alumni, with access to a network that can provide further opportunities across the world.

As a forward-thinking institution, we will strengthen our reputation, increasing our national and international rankings to secure a position in the top 10 in the UK and strengthen our position in the top 100 internationally.

Our strong research partnerships, public engagement and achievements in entrepreneurial activities have been recognised in our very strong all-round performance in the first and second Knowledge Exchange Framework (KEF) exercises.

Collaborate with us: together we advance.

Find out more
The University Strategy

Our influential research is leading the way to a sustainable future that puts the world’s most vulnerable children at the heart of policy. Craig Hutton, Professor of Sustainability Science, and his team produced the first comprehensive worldwide analysis of the climate risks to children. The Children’s Climate Risk Index (CCRI) has been supported by the Data for Children Collaborative, which includes UNICEF and Save the Children, plus a multi-university team led by the University of Southampton.

The results were presented at the UN Climate Change Conference, COP26.

Researchers at Southampton are encouraging schoolgirls to become scientists when they are older through in-person events and hands-on activities, thus reducing the gender gap in science, technology, engineering, and maths (STEM).

On 29 March 2023, a group of 15 Shirley Infant School six- and seven-year-old schoolgirls came to the University’s high-voltage lab to learn about electricity. The activities the girls engaged in involved, batteries, wires, copper wire, and magnets. They were able to create circuits and learn about conductors and insulators.

Our exceptional students share in the journeys of discovery and become confident thinkers who can realise their full potential. We attract high-quality students from over 130 countries, and educate students through University of Southampton Malaysia and collaborations with prestigious partners globally.

As our students become graduates of the University, they join our wider global community of over 265,000 alumni, with access to a network that can provide further opportunities across the world.

As a forward-thinking institution, we will strengthen our reputation, increasing our national and international rankings to secure a position in the top 10 in the UK and strengthen our position in the top 100 internationally.

Our strong research partnerships, public engagement and achievements in entrepreneurial activities have been recognised in our very strong all-round performance in the first and second Knowledge Exchange Framework (KEF) exercises.

Collaborate with us: together we advance.

Find out more
The University Strategy
Our values provide the lens through which we make decisions, guiding our actions, collective behaviours and systems. They are integral to our purpose of building an inclusive community that makes positive change.

We are ambitious, both personally and institutionally, which requires us to be collaborative and collegial. As a community of talented individuals, our systems need to enable and empower us. Our community upholds academic freedom and develops through constructive, civil debate. Ensuring different views are heard allows us to make the best decisions.

Our values in action

Our annual Vice-Chancellor's Awards recognise and celebrate the exceptional contributions made by our staff during the academic year.

Our staff and students at Winchester School of Art collaborated with fashion designer Liang Mingyu for her sustainability sculpture, ‘Masai Mara’, as part of their ‘Itinerant Objects’ programme for Tate Exchange.

Dr Kamil Zwolski, Associate Professor in International Politics, was awarded a prestigious National Teaching Fellowship in 2022 for his innovative approach to teaching.

Collaborations with prestigious partners such as Xiamen University in China, Singapore Institute of Management and Nanyang Technological University allow students to study a wide range of subjects and undertake research in an international environment.

People are at the core of our Triple Helix

Our highly-ranked education, research and knowledge exchange and enterprise (KEE) are already distinctively intertwined.

By strengthening and increasing these links, our Triple Helix approach will achieve greater impact and accelerate new ways to tackle the world’s most complex problems.

This scaling up is a challenging goal we commit to achieve; its reach and ambition sets us apart.
As the Associate Vice-President, ED&I and Social Justice, I believe this important role is a signal of our University’s real commitment to become a more accountable and inclusive community, and to embrace a culture that reflects all students, staff and employees.”

Pascal Matthias
Associate Vice-President, ED&I and Social Justice
At the University of Southampton, we want to change the world for the better by bringing together academic research, creativity and knowledge. We care about the challenges humanity faces and work to support others on a local and global scale.

In the Office of Development & Alumni Relations (ODAR), our job is to galvanise our community to solve these challenges and to make a difference. We are a positive, high-achieving team and we are excited to be on the cusp of launching the University’s biggest ever fundraising and engagement campaign.

Our team is made up of people with intellectual curiosity and creative ideas, who are enthusiastic about our mission. This new role is open to people with direct experience or transferable skills and the interest and drive to take on a new challenge. We are actively determined to welcome a diverse group of colleagues into our inclusive team. Every day will be different, you will meet incredible people and the rewards will be huge.

Imagine fundraising for medical technologies that could cure cancer or dementia. Or funding scholarships and bursaries that enable talented students to gain the most from their University experience. Or connecting with alumni and supporters around the world, reawakening important friendships and partnerships. That could be you if you join our team.

About us

Our mission: To engage and grow Southampton’s alumni and supporter community through philanthropy, giving time/expertise and reputation raising to help achieve the University’s strategic aspirations. Our vision: all Southampton alumni and supporters are engaged in meaningful partnerships that benefit the University. Our work is varied and interesting and focussed around strategic priorities that we set together as a team. In the last year we hit our third highest ever fundraising total and exceeded our volunteering targets. We have undertaken a lot of planning for the upcoming campaign and also celebrated some fantastic milestones:

- 5 years since we successfully raised £1.5m to build the Centre for Cancer Immunology
- More than £1m raised for our award winning Ignite scholarship programme
- A seven figure gift for a project focussing on climate change
- The start of a clinical trial in food allergies funded by a £2m philanthropic gift
- The first £1m for our new Institute for Medical Innovation

Looking ahead

In 2024 we will be launching the University’s first ever comprehensive campaign, looking to raise £100m over the next decade. It is hugely ambitious but we are excited for the challenge. Our vision is to drive a transformative step-change in giving and ultimately create an increased and enduring base of support for our life-changing research, education and enterprise.

We are starting with three inspirational lead projects:

- A new state-of-the-art Institute for Medical Innovation will be situated at the University Hospital Southampton site, bringing together the brightest minds from across the University to tackle the greatest health challenges of the future, driving innovation and speeding the transfer of novel ideas into new interventions, from bench to bedside. Our fundraising target is £60m over the next 5 years.
- The Ignite Programme supports students from underrepresented backgrounds to make the most of their studies, through scholarships, bursaries, and engagement activity. Already supported through fundraising, the Campaign presents ally opportunity to grow this ground-breaking and sector-leading programme and to support more disadvantaged students across their complete academic careers.
- Presidential Scholarships provide outstanding research students from around the world the opportunity to undertake doctoral study in their chosen field. Working under the guidance of a distinguished researcher supervisor at Southampton, successful presidential scholars will receive support for their fees and a stipend to help their living costs for the duration of their course.

The Senior Global Philanthropy Manager will have the autonomy to create and pursue new opportunities around the world. We already have groups of highly engaged alumni in key locations but there is also vast untapped potential. The Prospect Development team will provide market insight on priority regions and you will also be encouraged to identify new leads by developing partnerships on the ground, earning the trust of local advocates and working with academic leaders who have useful connections internationally. This role will bring enormous benefits to our fundraising portfolio and offers a varied and rewarding opportunity for someone who is pro-active, dynamic and ready for an adventure!

How to apply

For an informal conversation do please contact Katherine de Retuerto, Associate Director, Development by email K.A.deRetuerto@soton.ac.uk or by phone on +44 (0)7789 947749. Applications, by letter and CV, to be submitted via the University of Southampton job site.

For more information, see here. Closing date for applications will be Thursday 28 September 2023.

Interviews are scheduled to take place in person on Monday 09 October 2023 on Highfield Campus at the University of Southampton.

11
ROLE OF THE SENIOR GLOBAL PHILANTHROPY MANAGER

About the role
The purpose of this role is to work independently in order to generate significant philanthropic income (£1 million+) and higher and major gift (£250k+) level, by playing a leading role in achieving high-quality international partnerships in support of University fundraising priorities.

We would expect you to provide strategic planning and direction and deliver activity to drive increased and improved development opportunities with influential alumni and supporters and charitable organisations in key priority regions internationally. This would include identifying and qualifying new prospects through new and existing networks in key priority regions and managing an existing portfolio of prospects and donors based overseas.

This is a senior role and as such, you would often be expected to represent the Development team and the University at the highest level internally and externally, in one to one meetings and at events.

This role requires a high level of proactivity and willingness to work flexibly. Once induction is complete, there will be an expectation for international travel on a regular basis, occasionally independently and sometimes together with other team members in the Alumni and Supporter Engagement team. This is likely to be between 6 and 8 weeks per annum, typically between 5 and 14-day duration. This will mean spending around 10-15 weeks overseas annually, typically in agreed priority markets, often long-haul destinations.

Fundraising (60%)
- Use professional knowledge and experience in fundraising to actively manage and develop a portfolio of prospectively and existing principal and major gift donors – these will be mainly, if not wholly, based overseas.
- Ensure frequent, proactive and reactive, personalised contact with prospective and current supporters – individuals and organisations – to initiate and build strong relationships to secure large donations ($5m and $7m level).
- Plan, organise and deliver a range of international trips each year, meeting with prospects and donors and pro-actively developing new networks in key regions and expanding our existing network of key contacts.
- Act as a senior member of CDAR, progressing team-wide strategic goals and supporting colleagues across the team.
- Understand and use data insight to inform your strategy for cultivating individuals in your portfolio, forecast income and manage a pipeline of supporters in an efficient, impactful way.
- Seek, monitor and achieve monthly and annual targets on deliverable outcomes related to strategic prospect contacts, solicitations and income generated, as agreed with the Associate Director of Development.
- Devise, develop and deliver bespoke stewardship plans for donors within your portfolio, in consultation with the Donor Relations team.

Strategic Management – resource and people management (30%)
- Provide strategic management and leadership for the international fundraising plan, using experience and insight, desk based research and the advice of peers.
- Work closely with colleagues across the University who are focused on delivering the International Strategic Plan, to maximise income from existing regional and international fundraising opportunities.
- Maintain professional links with peer institutions and CASE, regularly connecting with colleagues in the HE in the UK and internationally, making the most of networking and presentation opportunities to gather and share best practice.
- And of course, any other duties as allocated by the line manager following consultation with the post holder (5%).

CANDIDATE PROFILE

About you
We’re looking for someone proactive, motivated and passionate about the cause.

Someone who loves meeting new people, travelling to new places and driven by the impact philanthropy can have. You don’t need to have a background in international fundraising, we would welcome applications from people with transferable skills who feel they could succeed in the role.

You will fully support your induction and ensure you have clear direction and appropriate resources and you will then have autonomy to use your ideas to shape the strategic direction of the programme.

Qualifications, knowledge and experience

Essential
- Demonstrated experience of achieving a professional qualification or relevant work experience.
- Proven experience of developing partnerships and securing 5 and 6 figure income through direct fundraising or related industry experience.
- Experience of managing multiple stakeholders to achieve project outcomes.
- Able to apply experience and knowledge of the principles and trends within fundraising and advancement.

Desirable
- Results oriented.
- Able to appreciate University priorities and cultures and apply these in managing projects.
- Experience of working in international markets and travelling for work.

Planning and organising

Essential
- Well organised and self-motivated, able to independently organise own workload and prioritise multiple tasks.
- Excellent at working to tight deadlines.
- Able to plan and manage new projects or new activities, ensuring plans complement broader operational strategy.
- Able to adapt to changing circumstances and remain focussed on priorities.

Problem solving and initiative

Essential
- Creatively curious and willing to understand and interpret complex projects.
- Able to develop understanding of long-standing and complex problems and apply professional knowledge and experience to solve them.
- Able to recognise the impact of own activities on the workload of others.
- Able to identify and build new relationships with potential stakeholders to share best practice and influence the field.

Management and teamwork

Essential
- Able to delegate effectively, understanding the strengths and weaknesses of team members and colleagues to deliver effective outcomes.
- Able to provide expert guidance and advice to colleagues to resolve complex problems.
- Able to proactively work with colleagues in other work areas to achieve outcomes.

Communicating and influencing

Essential
- Able to persuade and influence in order to foster and maintain quality relationships.
- Out standing written communication and excellent oral communication skills, demonstrating honesty and integrity in all interactions.
- Able to offer appropriate proactive advice and guidance on specialist procedures with confidence.
- Able to deal with sensitive information in an appropriate and confidential manner.

Desirable
- Able to solve tensions and difficulties as they arise.
- Experience of presenting complex information clearly to groups of people.

Other skills and behaviours

Essential
- Experience of demonstrating the behaviours and approach to work expected by the University’s Equality, Diversity and Inclusion strategy. https://www.southampton.ac.uk/diversity/our-commitment/index.page
- Experience of demonstrating an approach to work as detailed in the Southampton Behavioural tests. https://www.southampton.ac.uk/assets/docs/hr/Southampton11aoBehaviours.pdf

Desirable
- Able to think creatively to find solutions to key issues of University importance.

Special requirements

Essential
- Willing to work flexibly and travel internationally with regularity.

Who you will be working with
- Director and staff within the Office of Development & Alumni Relations, especially the Alumni and Supporter Engagement Manager (Notables and International).
- Vice-Chancellor, Senior Management, Deans of Faculty, Schools and Professional Services at all levels.
- Donors and prospective supporters (including alumni) of the University.
- University Council.
- The University International Office.
- Students of the University, particularly those impacted by our fundraising.
- Alumni, parents or other relatives of former or current students, and other supporters of the University – many of whom hold senior influential positions.
- Key decision-making and influential individuals who are interested in the University and want to support its work.

 qualitative and insightful approaches to solve problems.

- Able to apply experience and awareness of the principles and trends within fundraising and advancement.

- Results oriented.
- Able to appreciate University priorities and cultures and apply these in managing projects.
Our world-leading Centre for Cancer Immunology was fully funded by philanthropy and opened in 2017.

Southampton is ranked **81st** in the world¹

**92%** of our research has been classed as world leading or internationally excellent³

Engaged in research with over **700** overseas partners

A founding member of the Russell Group of 24 major research-intensive universities in the UK

Received **£114.7m** in research grants and contracts income in 2021/22²

We have over **24,000** students, including more than **9,000** international students

Founding member of the Worldwide Universities Network

We attract high-quality students from over 130 countries

Overall student satisfaction at Southampton is significantly ahead of the sector and is a strong performance against our competitor set, the Russell Group, and the sector⁴

Our 265,000 alumni community spans **190** countries

Our income exceeded **£673m** in the 2021/22 financial year²

Very strong performance in the first KEF exercise⁶

We employ over 6,500 staff

Our economic and social impact across the UK in 2020/21⁷

We have over **£4.14bn** of economic impact across the UK in 2020/21¹

Over the next decade, we plan to invest over **£300m** in our infrastructure and facilities

At any one time we are working with over **1,000** external organisations around the globe

---

¹ QS World University Rankings, 2024
² University of Southampton Financial Report, 2021/22
³ Research Excellence Framework, 2021
⁴ National Student Survey (NSS), 2022
⁵ The Complete University Guide, 2024
⁶ Performing at or above the cluster average across every perspective
⁷ The economic and social impact of the University of Southampton, London Economics, 2022
We have five campuses in Southampton, one in Winchester and one in Malaysia. Each has its own personality, world-leading facilities and specialisms.

**Highfield Campus**
Our main campus, Highfield, is the largest of our campuses, and the heart of the University. It is home to many of our state-of-the-art research and teaching facilities, and combines a lively and exciting atmosphere with calm, green surroundings.

With cafes, shops, concert halls, gyms and even a student cinema alongside academic facilities, Highfield is a hub of activity. This is also where we are planning significant improvements to our student sports facilities, including a major expansion of the popular Jubilee Sports Centre.

**University Hospital Southampton NHS Foundation Trust (UHS)**
UHS is the main site for the study of medicine and healthcare. It hosts a purpose-built research hub, and is also home to the University’s dedicated Centre for Cancer Immunology – the first of its kind in the UK. This site will soon see the development of a new medical health research building.

**Boldrewood Innovation Campus**
Boldrewood is the base for engineering studies and research. Facilities include laboratories for studying unmanned aerial vehicles (UAVs), fluid dynamics and high-performance sports, a driving simulator, flight simulators, design studios, a 19m towing tank and our 241m National Infrastructure Laboratory (NIL). The NIL houses five new engineering laboratories, including a 30m x 15m large structures testing laboratory and a cutting-edge geotechnical centrifuge.

**National Oceanography Centre Southampton (NOCS)**
Our unique waterfront campus, based at NOCS, is one of the world’s leading research centres for the study of ocean and Earth science, with facilities including the Coral Reef Laboratory, a multi-use research aquarium, our 19.75m purpose-built catamaran and the National Oceanographic Library.

With 200m of access to the waterfront, the campus is also the operational base for the Natural Environment Research Council’s (NERC) UK fleet of deep-sea research vessels, giving us unique access to research cruises all over the world.

**Avenue Campus**
Just a few minutes’ walk from Highfield, and on the edge of Southampton Common, Avenue Campus is the base for our humanities subjects. Avenue has its own lecture theatres and catering facilities, plus a purpose-built £5m archaeology building and a new interactive digital humanities hub.

**Southampton city centre**
In the heart of the Cultural Quarter in the city centre, our Sir James Matthews Building offers updated teaching and learning spaces alongside facilities for meeting local and regional civic partners. The Building also includes a student enterprise zone and an artisan cafe.

A short walk across Guildhall Square from the Sir James Matthews Building is the University’s John Hansard Gallery, one of the UK’s leading contemporary art galleries, which plays a dynamic role in the cultural life of Southampton and the region.

**Winchester School of Art (WSA)**
Based in the historic city of Winchester, our specialist arts campus is home to a vibrant community of over 1,300 art and design students. With creative ambition at its core, WSA offers cutting-edge resources and facilities including specialist computer suites, photography studios, laser cutting, 3D printing and more.

The University is planning to expand its presence in Winchester, with an exciting opportunity from Winchester City Council.

**University of Southampton Malaysia**
In 2021, we relocated our campus in Malaysia to a brand new estate with state-of-the-art laboratories, upgraded facilities, and improved learning and recreational spaces.
The University’s core purpose and vision is to inspire excellence to achieve the remarkable and build an inclusive world, and our partners in the city play a vital role in helping us in this.

Our foundations and heritage make the University a gateway to the world and our Strategy emphasises our commitment to ‘place’ and being a civic university. We are deeply committed to Southampton as a city of culture and across the region will further develop our civic role of making a positive impact.

Being a civic university allows us to rethink how we contribute to our region, so that civic engagement can become hardwired into institutional culture.

Articulation of the benefit the University brings to the region through the productive relationships we have with local and regional government, will help mobilise a community of supporters to benefit all communities. Over 50 per cent of our UK-based alumni (over 80,000 people) live within 50 miles of the University alongside ‘friends’ who support us philanthropically and through collaboration.

Underpinned by the four pillars of the Civic Charter – Place, People, Partnerships and Impact – we will work together with our friends and civic partnerships to improve the lives and environment of people across diverse communities in a just and responsible way. The University will become a truly integrated part of its local communities.

Southampton
Southampton is a fantastic place in which to live, work and socialise. Regardless of what life stage you are at, you will find a dynamic and vibrant city that caters for all. With an enviable location on the coast, yet just over an hour from London, the region combines incredible natural beauty with a thriving social scene – making it a desirable place to live! As an ethnically rich city that is growing rapidly, Southampton is benefiting from considerable investments in the region.

The city centre is currently thriving thanks to over £600m of regeneration plans and projects, including the historic Bargate Quarter, with new hotels, homes and transport links. This is a city of growth and transformation, and it is an exciting time to be here.

There is something for everyone in Southampton and the surrounding areas. For outdoor enthusiasts, water sports, sailing and ocean racing are easily available, while the beautiful New Forest National Park is just 30 minutes away. With many excellent local schools and nurseries, families will find a fantastic quality of life, while there’s a thriving LGBTQ+ social scene. Multiple faiths are celebrated in the city, and the rich cultural heritage of Winchester is just on our doorstep.

Winchester
On the edge of the South Downs National Park, England’s ancient capital, Winchester, is steeped in history and is complemented by a lively atmosphere and a wide variety of pubs and restaurants, museums, theatres and galleries. With direct rail links to London, our Winchester School of Art campus is one of the UK’s leading art and design institutions.

THE UNIVERSITY AND ITS REGION

*Good Growth Cities Index, January 2021, DEMOS-PwC