ABOUT STIR EDUCATION

Global education is in crisis. Covid-19 has affected the education of more than 90% of the world’s children. Inequality continues to rise, and learning poverty has surged in low- and middle-income countries (World Bank). And although the majority have now returned to schooling, more than half are not on track to gain the most basic skills they need to get a job or participate in society (Theirworld). It’s clear that far too many children are in school, but not learning.

Teachers in government education systems have the power to transform education if they are intrinsically motivated, and working in supportive environments. Global evidence has shown that effective professional development equips teachers with the skills to help more children to learn. But at present, too many teachers receive either ineffective professional development, or none at all (GPE). A lack of support from their systems is causing them to fall out of love with teaching. And these motivational challenges hamper education systems from effecting meaningful change.

OUR PROGRAMME

We focus on improving learning outcomes for all children by increasing the abilities of their teachers in classrooms, and improving their interactions with students. We partner with governments to improve their support for teachers and reignite their passion for teaching. The heart of our approach is the teacher network meeting. In our networks, groups of 20-30 teachers meet monthly within a school or across local schools – just like our very first 25 teachers in Delhi back in 2012. In the meetings, teachers learn new practices (such as effective checking for understanding) to enable higher quality engagement with their children. This is reinforced through monthly coaching calls and development-focused peer observations.

At our current scale, we’re operating more than 5,000 network meetings every month. And by involving governments and school leaders in this process, we are enabling a more holistic approach towards change. One of our key lessons has been that government ownership is essential. No NGO intervention can (or should) last forever. Since 2018, our model has evolved to establish deep learning partnerships with governments. We align our aims with their strategies and priorities, and build the capacity of local government officials to co-design and deliver the programme.

OUR VALUES

How we approach our work is as important as what we do and our core values guide the way:

Humility – We don’t have all the answers upfront.
Ownership – We empower each other with high expectations & support.
Openness – We will listen, learn and improve, and lead through obstacles.
Purpose – We’re united by a shared vision we’ll build & achieve together.

THE OPPORTUNITY

A leading international education charity, STIR Education works in close partnership with the Ministry of Education and Sports Uganda, State Governments of Karnataka, Tamil Nadu, Delhi and Haryana, in India and District Education Departments of Kota Kediri and Lumajang in Indonesia. In doing so reaching 200,000 teachers and 6 million children since 2012.
STiR Education is a leader in developing and promoting Intrinsic Motivation in government education systems with the intent to improve student outcomes. We do this by delivering, together with our government partners, a programme that focusses on creating safe, curious and engaging classroom environments for children and providing transformational teacher training centered on child-centric learning.

You will have proven fundraising experience and leadership skills, experience of managing and developing staff, and a passion education. You will be a talented leader and relationship manager who is highly motivated by the prospect of stepping into this maternity cover to continue shaping fundraising and communications for STiR Education at a pivotal stage in the charity’s growth.

The role requires excellent relationship building and communication skills with our donor community, deep fundraising expertise across income streams, and a specific background in trusts / institutional fundraising. This is an exciting opportunity for someone with strategic drive who is looking to step into a senior leadership role with a dynamic international charity and who brings creativity and the ability to inspire others to support our world-class programmes. The candidate must be based in the UK or in continental Europe and will report to the CEO, based in London, UK.

**ROLE AND RESPONSIBILITIES**

1. **Lead on STiR’s global fundraising strategy**
   - Lead the development and implementation of STiR’s fundraising strategy, that underpins strategic goals, to accelerate growth in a sustainable manner across a range of income streams
   - Grow income – anticipated at £6 million per annum to support the organisation’s aspiration to reach 25 million children across 6 countries by 2025
   - Build strong indigenous funding partnerships in India through the ‘Glocal’ fundraising strategy that supports country growth and expansion and grow unrestricted income through philanthropy, trusts and foundations and major donor fundraising
   - Increase visibility and networks that can position STIR as a partner of choice for corporate organisations, family foundations
   - Work closely with CEO on new outreach and provide world class servicing to funding partners through quarterly snapshots and face to face meetings once or twice a year
   - Together with CEO and Associate Head, Partnerships and Communications, plan and implement in-country partner strategy group convening that brings together STiR’s funding and government partners together

2. **Team management and support**
   - Establish competencies and systems to ensure the Partnerships and Communications team is fully equipped to accelerate growth, diversify income, contribute to STiR’s vision and continually increase external engagement around STIR’s approach
   - Manage and support a small but efficient team across India and the UK to lead on building new relationships, managing and engaging current partners and raising the profile of STIR’s approach through high quality communication
   - Support and work closely with Director of Finance and Associate Head, Donor Finance and Reporting with a focus on forecasting, projections and donor management

3. **Leadership Team and Board**
   - Work closely with the CEO, and as a member of the Executive Team and Senior Leadership Team providing leadership to the organisation as a whole
• Engage with the STiR Board and Finance Committee in quarterly meetings and ensure the strategic direction feeds into organisation plans and strategy

PRIORITIES
During this period the key areas of focus for the post holder include:
• Finalise annual plans & budgets
• Team appraisals and objective setting for the new FY
• Lead on fundraising for new countries such as Ethiopia and Brazil
• Implement recommendations from a fundraising consultancy and manage stewardship of the HNI programme
• Provide support to the Partnerships team in India with India fundraising and renewals
• Support regional hub plans in Uganda and India
• Organise annual Partner Strategy Group meeting together with Associate Head, Partnerships and Communications

REQUIRED SKILLS AND EXPERIENCE
• Strategic thinker with the ability to translate ideas into action
• Results-oriented and operate with an entrepreneurial mind-set
• Thrive in a fast-paced environment and comfortable working and problem solving under uncertainty
• An outstanding communicator with a passion to create and shape messages in a compelling manner
• Confidence and ability to present ideas and themes to colleagues and external organisations both orally and in writing
• Strong attention to detail and to see things through to a very high standard
• Strong planning and project management skills.
• Excellent spoken and written English
• An understanding of global education, global and local funding streams and philanthropy is highly desirable
• A team player with the aptitude to work with a range of stakeholders
• Ability to lead a world class Donor function independently
• A minimum of 7-9 years’ work experience desired not essential
• Ability to produce high quality outputs under pressure and to tight deadlines
• Demonstrated abilities in MS Office, particularly Word, PowerPoint and Excel
• Willingness to travel at regular intervals
• Commitment to STiR values

RENUMERATION
You will be paid a monthly fee of £6436/- for the period of 8 months. If you are keen on contributing to making an impact in the field of education, please apply here.