

The Alan Turing Institute

Head of Philanthropy

THE ALAN TURING INSTITUTE

There has never been a more significant time to work in data science and AI. There is recognition of the importance of these technologies to our economic and social future: the so-called fourth industrial revolution. The technical challenge of keeping our data secure and private has grown in its urgency and importance. At the same time, voices from academia, industry, and government are coming together to debate how these technologies should be governed and managed.

The Alan Turing Institute, as the UK's national institute for data science and artificial intelligence, plays an important part in driving forward advances in these technologies in order to change the world for the better.

The Institute is named in honour of Alan Turing, whose pioneering work in theoretical and applied mathematics, engineering and computing is considered to have laid the foundations for modern-day data science and artificial intelligence. The Institute's goals are to undertake world-class research, apply its research to real-world problems, driving economic impact and societal good, lead the training of a new generation of scientists, and shape the public conversation around data and algorithms.

After launching in 2015 with government funding from EPSRC and five founding universities, the Institute has grown an extensive network of university partners from across the UK and launched a number of major partnerships with industry, public and third sector. Today it is home to more than 500 researchers, a rapidly growing team of in house research software engineers and data scientists and a business team.

BACKGROUND

The Institute has cross-disciplinarity at its core; we bring researchers in mathematics and theoretical computer science, statistics and machine learning, algorithms for data analytics and distributed computing, computational social science and data ethics, software engineers and industry partners, to work together in an open and collaborative environment with a shared goal to generate world-class research in data science and artificial intelligence.

The Institute is motivated by driving impact, both through theoretical development and application to real-world problems. We have identified a growing number of priority domains to focus our translational research which include: data-centric engineering; defence and security; urban analytics; computing technology; financial services; and health, with artificial intelligence informing work across the Institute. We have attracted strategic partnerships with a broad range of data science and AI users including Lloyd's Register Foundation, the Bill and Melinda Gates Foundation, Accenture, the UK Government Defence and Security, the Office of National Statistics, The National Air Traffic Service, Singapore Defence & Security Organisation and Roche. We have also announced a number of project collaborations with businesses, government departments and charities.

We invite you to join us as we grow our capability, supporting our goal to develop the next generation of data science and artificial intelligence, shape the public conversation, and push the boundaries of this new science for the public good.

PARTNERSHIPS AND GRANTS

The Turing Partnerships and Grants Team is part of the Research Delivery function of the Alan Turing Institute, which also includes the Programme Management Unit (PMU) and the Research Engineering Group (REG). The Turing Partnerships and Grants Team aims to: a) Develop productive partnerships that will enable the greatest economic and societal impact for the Institute; b) Attract resources to support and provide sustainability to the Institute in delivering its vision and ambition; c) Innovate through new and established levers and modes of collaboration; d) Work with researchers to demonstrate value to partners to unlock return business; e) Qualify all in-bound opportunities for partnership and sponsorship, in line with core principles and strategic priorities and; f) Enable the voice of 'users' to be heard within the Institute. The Turing Partnerships and Grants Team works collaboratively with all key Turing staff and researchers to deliver its goals.

The Alan Turing Institute

ROLE PURPOSE

The Head of Philanthropy is a new role for the Institute, commensurate with our strategic growth ambitions, need for diversification of resources and increased focus on innovation and pull-through to impact. We are therefore looking for a candidate with substantial philanthropy experience (or equivalent), and who is motivated to build capability in this area at the Institute. Reporting to the Institute's Director of Partnerships, the Head of Development will be responsible for strategic and operational responsibility for fundraising, with a particular focus on principal gifts.

DUTIES AND AREAS OF RESPONSIBILITY

The main duties of the role are to:

- **Lead on the strategic development of funding gifts** (typically £100,000+) to The Alan Turing Institute and manage a portfolio of Major Gift donors and prospects.
 - **Develop and manage an active portfolio of current and prospective donors** with the potential to make major gifts, guiding them through all stages of the major gifts cultivation cycles including using expert judgement to determine what proposition should be put to potential donors, under what terms, to secure the best possible support for the Institute.
 - **Develop a programme of engagement with Institute alumni and friends**, including effective development programmes and activities, in line with Turing strategy and fundraising approach, and commensurate with alumni's passions and interests.
- **Take responsibility for developing a fundraising approach, with global reach, to support The Alan Turing Institute's strategic growth ambitions**; overseeing fulfilment of that approach and developing measurable targets to realise success. This involves the development and delivery of fundraising campaigns. This also means taking personal ownership of the fundraising approach; working across the Institute, including the Institute Board of Trustees, Institute Director and Turing Executive Team. Working with internal stakeholders to identify projects for support, at all levels and in line with Institute strategy and priorities, will be key to success.
- **Drive a philanthropic success culture across the Institute**, supporting and complementing the work of the Partnerships and Grants Team in particular, and other relevant business functions, through harnessing respect and trust from all staff in line with the Alan Turing Institute values.
- **Lead and manage the emerging fundraising function** on a day-to-day basis, ensuring good coordination and relationships within the Partnerships and Grants Team, and with other teams across the Institute. The postholder will build a team of direct reports, and will be responsible for objectives setting, performance management and mentoring for the development team.
- **Ensure all donations and gifts comply with Institute policies and regulations**, including overseeing due diligence of gifts and donors.

Please note that job descriptions cannot be exhaustive, and the post-holder may be required to undertake other duties, which are broadly in line with the above key responsibilities. This job description is written at a specific time and is subject to changes as the demands of the Institute and the role develop.

The Alan Turing Institute

PERSON SPECIFICATION		
Skills and Requirements Post holders will be expected to demonstrate the following:	Essential (E) Desirable (D)	Tested at application (a) Tested at interview (i)
Education/Qualification		
Degree or equivalent level of professional qualifications and/or experience	E	a
Knowledge and Experience		
Proven experience of making direct requests for donations and/or gifts, with a strong track record of proactive revenue generation at the six-figure donation level and ideally above.	E	a, i
Successful record of widening the participation base of donors, including demonstrable creativity, negotiation and diplomacy needed to identify new opportunities and secure major gifts	E	a, i
Track record of successful leadership and management	E	a, i
Demonstrated ability to meet income and activity targets in a results-driven environment	E	a, i
Ability to work collaboratively with senior staff and trustees of the Alan Turing Institute and show sensitivity to organisational governance, culture and values	E	i
Clear passion for the aims and values of the Alan Turing Institute	E	a, i
Good understanding of higher education sector, national research institutes and universities	E	a, i
Enthusiasm, flexibility, self-motivation and resilience	E	i
Understanding of the national and international data science and AI landscape	D	a, i
Communication		
Persuasive communication and presentation skills, with the ability to explain cases cogently and concisely in written and oral form	E	a, i
Able to present complex information in an audience-appropriate format	E	i
Teamwork and Development		
Ability to coach and mentor others	E	a, i
Knowledge and ability to carry out performance reviews and appraisals	E	a
Experience of leading a department/large project team, setting objectives, and striving to succeed	E	a
Experience of effectively resourcing and managing budgets, regularly monitoring and reviewing them	E	a
Ability to develop others through training and development	D	a
Liaison and Networking		

The Alan Turing Institute

Outstanding relationship management skills, with the ability, and maturity, to build and sustain relationships at senior level, including with sophisticated and diverse donors, benefactors, and academics of all ages and nationalities	E	a, i
Service Delivery		
Actively promotes and defines performance standards for the service area that support the achievement of organisational objectives	E	i
Decision Making and Problem Solving		
Able to identify and present key information, highlighting any potential issues as required, to influence future plans	E	a, i
Ability to use own initiative to resolve problems and identify the impact of resolving problems in the selected manner	E	a, i
Planning and Organising		
Experience of managing the workload of a team	E	a, i
Other Requirements		
Commitment to EDI principles and to the Organisation values	E	I

The Alan Turing Institute

OUR VALUES

The Alan Turing Institute is committed to equality diversity and inclusion and to eliminating discrimination. All employees are expected to embrace, follow and promote our [EDI Principles](#) and Our Values.

Our values

- Trust**
We create an environment where we have trust and can be trusted
- Inclusivity**
We expect our Turing community to contribute to a culture that is inclusive and free of barriers
- Respect**
We all have different roles, priorities and challenges but our shared purpose is the same
- Leadership**
Leadership is everyone's business; Turing leaders set the right tone and lead by example
- Transparency**
Everyone should understand the how and the why of our decisions and actions
- Integrity**
We are all ambassadors for the Turing's mission of changing the world for the better

APPLICATION PROCEDURE

If you are interested in this opportunity, please click the apply button below. You will need to register on the applicant portal and complete the application form including your CV and covering letter. If you have questions about the role or would like to apply using a different format, please contact us on 020 3970 2148 or 0203 862 3340, or email recruitment@turing.ac.uk.

CLOSING DATE FOR APPLICATIONS: Sunday 12 February 2023 at 23:59

TERMS AND CONDITIONS

This post is offered either on a permanent basis, or a part-time basis (minimum 0.6 FTE) applicants will be considered. Secondments are encouraged. The full-time annual salary is £70,025 (depending on experience) plus excellent benefits, including flexible working and family friendly policies, <https://www.turing.ac.uk/work-turing/why-work-turing/employee-benefits>

EQUALITY, DIVERSITY AND INCLUSION

The Alan Turing Institute is committed to creating an environment where diversity is valued and everyone is treated fairly. In accordance with the Equality Act, we welcome applications from anyone who meets the specific criteria of the post regardless of age, disability, ethnicity, gender reassignment, marital or civil partnership status, pregnancy and maternity, religion or belief, sex and sexual orientation.

We are committed to building a diverse community and would like our leadership team to reflect this. We therefore welcome applications from the broadest spectrum of backgrounds.

Reasonable adjustments to the interview process will be made for any candidates with a disability.

Please note all offers of employment are subject to obtaining and retaining the right to work in the UK and satisfactory pre-employment security screening which includes a DBS Check.

Full details on the pre-employment screening process can be requested from HR@turing.ac.uk.