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Director of Fundraising & Alumni

Appointment pack
March 2021

Dream, Believe, Achieve.



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UNIVERSITY OF THE
WEST of SCOTLAND
UWS

About us...

20,560

TOTAL STUDENTS

136

NATIONALITIES ACROSS
OUR CAMPUSES

70%

OF STUDENTS 21 YEARS +

1,194

STAFF (FTE)

£122.0m

TURNOVER

4 SCHOOLS

- BUSINESS & CREATIVE INDUSTRIES
- COMPUTING, ENGINEERING & PHYSICAL SCIENCES
- EDUCATION & SOCIAL SCIENCES
- HEALTH & LIFE SCIENCES

5 CAMPUSES

PAISLEY,
LANARKSHIRE,
DUMFRIES, AYR
& LONDON



University of the West of Scotland

University of the West of Scotland is a large, modern, multi-campus University with its origins dating back to 1897. We have 4 campuses across the west and southwest of Scotland and 1 in London.

In the 2017/18 academic year, UWS created a quantitative impact of **£816million Gross Value Added (GVA)** and **5800 jobs** in Scotland; and **£955million GVA** and **7200 jobs** in the UK. In addition, across Scotland, the University generated **£7 impact** for every **£1 income** received and supported almost 4 jobs for every person it employs. *(source: BiGGAR Economics report on socio-economic impact of UWS 2019)*

Further information about the University can be found at uws.ac.uk

The University has Charitable Status – charity number SC002520

UWS Strategy 2025

University of the West of Scotland is driving an ambitious strategy for high-quality learning and teaching, and research and innovation, with a global engagement agenda to reflect the needs of the 21st century workplace.

UWS Strategy 2025, launched in February 2020, marks an exciting new chapter for the University.

It focuses on the key areas in which the University seeks to flourish over the next five years, giving a picture of what UWS will look like by 2025 and lays the foundation for the University towards 2050.

Strategy 2025 was developed in consultation with colleagues across the University who shared their perspective on UWS's strengths, the challenges we may face in the future and what we want to achieve by 2025.

The new Strategy builds on the successes and achievements made during the last Corporate Strategy period, 2014-2019. During this timeframe, UWS transformed itself within the sector, and made a significant impact on the lives of its students and local communities, as well as growing in international stature.

UWS places its students at the centre of all that it does: retention is up 9% in recent years and professional employability is sitting at just under 90%, ahead of the target set for 2020. UWS is committed to globally relevant research and currently has teams undertaking pioneering work in areas including drone technology, eye care, artificial intelligence, thin films and sensors, 5G networking, and arthritis and dementia care. This has included recent, pioneering work on infra-red sensor technology, embedded in non-contact thermometers to help prevent the spread of coronavirus.



The role

Find out more about this exciting opportunity with University of the West of Scotland for the role of:

Director of Fundraising & Alumni

At UWS, our principal truth is that we are here for our students. We have a proud record in delivering world-ready graduates and developing effective partnerships with business, industry and the public and voluntary sectors. With our cutting-edge courses, practical knowledge, and intelligent teaching, we help our students get ahead. Our purpose is to transform lives and communities through higher education. We equip our students with the skills and confidence to shape their futures, while ensuring that they have the best possible experience and outcomes.

We are driving an ambitious strategy for high-quality learning and teaching, and research and innovation, with a global engagement agenda to reflect the needs of the 21st century workplace. UWS Strategy 2025 marks an exciting new chapter for the University. We dare to dream big and, despite current challenges, are aiming for UWS, by 2050, to be recognised as a world leading university ranked inside the top 200.

Reporting to the Vice Principal for Research, Innovation & Engagement, our new Director of Fundraising & Alumni is a senior member of staff who will lead and manage the University's strategic objectives in the context of engagement for the purposes of fundraising and alumni relations, with key responsibility for strengthening and diversifying the University's portfolio of funding. The post holder will develop, deliver and implement an engagement plan with the key aim of maximising the University's income to support strategic projects including estates plans, research activity, education initiatives and global reach.

If you have a track record of leading and overseeing fundraising activities, which will include alumni relations, fundraising and engagement then we would like to hear from you. For more information on this exciting role contact executive search firm Dixon Walter - see details opposite.

Closing date for applications is Friday 23rd April 2021.

UWS is committed to equality and diversity and welcomes applications from underrepresented groups.

See the job description for full details of the post.

Application & more information

The University will be supported in this appointment process by the executive search firm Dixon Walter who will assist the appointing panel in the discharge of its duties, both in the assessment of candidates against the requirements of the role and in identifying the widest possible field of qualified candidates.

Applications should consist of a full curriculum vitae and a covering letter of application addressing the job description.

The final appointment will be made subject to satisfactory references.

Closing date for applications **23rd April 2021.**

Scheduled interview* dates:

20th and 21st May 2021.

*Interviews may need to take place virtually, given the current climate, and appropriate arrangements will be made to accommodate this.

To find out more about this exceptional opportunity with one of the Scotland's most innovative and ambitious universities, contact our executive search firm at:

Alan Walter

tel **07876 766972**

email alan@dixonwalter.co.uk

Liz Dean-Stevens

tel **07788 847196**

email liz@dixonwalter.co.uk

www.dixonwalter.co.uk/opportunities/uws-director-of-fundraising/



We are here for our students

At UWS, we invest in our students' future. Our graduates go out into the world ready to succeed thanks to our industry-relevant courses, cutting-edge facilities and innovative approach to learning and teaching.

We have a proud record in delivering world-ready graduates and developing effective partnerships with business, industry and the public and voluntary sectors.

We are delivering on our purpose to transform lives and communities through higher education. We equip our students with the skills and confidence to shape their futures, while ensuring that they have the best possible experience and outcomes. As one of Scotland's biggest modern universities with campuses in Paisley, Lanarkshire, Ayr and Dumfries, UWS is the local university for over 30% of the population of central Scotland. We also have a growing national and international reach: our 5th UK campus opened in London in September 2015 and has just been expanded on a new site in London Docklands.



94.8%

of undergraduate students are in work or further study within 6 months of graduating

(HESA destination of leavers in higher education 2016/17)

96.6%

of postgraduate students are in work or further study within 6 months of graduating

(HESA destination of leavers in higher education 2016/17)

Our student body is unique - many UWS students are the first in their families to go into higher education and we have a high level of mature students with caring and work responsibilities. Our diverse student population means we need to deliver learning in innovative, flexible, personalised and supportive ways. In our Strategy we set out an ambitious vision to deliver an outstanding teaching and learning environment which is paying dividends for our students.

We have invested in innovative student support services, personalised and flexible education delivery, and interactive technology-supported learning. Our new Lanarkshire Campus, for example, represents a radical departure from traditional university teaching. Its technology-rich, flexible break-out and study spaces encourage greater interaction and collaboration amongst students. They become active co-creators in their education - enhancing their success in learning.

Across the campuses we provide a wealth of academic and enterprise opportunities, including impressive facilities such as Scotland's highest-specification environmental chamber, which has been used to help athletes train for intense physical endeavours internationally.



The lab can replicate:

ALTITUDE
0-5800M above sea level

TEMPERATURE
10-40°C

HUMIDITY
30-90%

Widening participation

We are incredibly proud to be leading the way in ensuring that more people from disadvantaged backgrounds go to university in Scotland.

Embedded within our Strategy is a clear commitment to the support, retention, and success of students from the most disadvantaged backgrounds.

- Recently published Scottish Funding Council data for 2017/18 shows that almost a quarter of all SIMD20 students in Scotland were studying at UWS.
(Scottish Index of Multiple Deprivation SIMD - a statistical tool using postcodes to determine levels of deprivation)
- In addition, during 2019-20, 29.8% of Scottish-domiciled entrants to UG study at UWS were from the 20% most-deprived Scottish communities.
- UWS is also Scotland's largest articulation provider. In 2019-20, 70.7% of all college entrants to UWS achieved advanced entry.

Supporting UWS

Read the views of one of our renowned benefactors

Businessman Les Hutchison's connections with UWS date back to the early 1970s when he trained in electrical engineering at the former Bell College of Technology. The College's merger with the University of Paisley in 2007 created University of the West of Scotland, and brought exciting new opportunities in higher education to over 30% of the west of Scotland population.

From his Lanarkshire origins, Les went on to build a successful career in business and industry with organisations around the world, eventually becoming Vice Chair and a Director of the Canadian energy services company ShawCor Ltd.

As a supporter of UWS, Les's contribution to the University has provided specialist equipment for students to train on in the UWS engineering labs. And annually the Dr Les Hutchison Postgraduate Scholarship, funded by Les, sees a successful engineering student receive support to meet their academic, career and personal ambitions. Les says:

“I feel indebted to the University for the strong foundation it gave me for my future career. I'm committed to helping the University directly, as well as encouraging other alumni like me to come forward to provide opportunities to support the next generation of students and help them achieve their goals.”



UWS Fundraising and Alumni aspirations

Every year more than 4000 new graduates leave University of the West of Scotland and join the workforces of more than 80 countries around the world. The University has had degree-awarding powers for the last 30 years. Over this period more than 120,000 students have gone on to develop amazing careers in a wide variety of professions with their University of Paisley or University of the West of Scotland qualifications. We are keen to expand the active engagement we have with the alumni workforce and to forge a productive interaction with the University.

As the University has developed and expanded in recent years, this has led to the student body reaching just over 20,000 students across five campuses in the UK.

In the increasingly competitive higher education landscape, to maintain contemporary facilities, with the latest equipment and digital resources, the University must find ways to invest in the upkeep and enhancement of its provision. With a limited history in the development of philanthropy towards the University, UWS is keen to explore ways to develop fundraising for several significant projects, including:

- the development of new sports facilities
- a new engineering hub and 5G research facility
- creation of an art gallery and studio to host the Queen's Sculptor in Ordinary in Scotland, who is the UWS artist-in-residence,
- an endowment to support international student exchange opportunities

We are keen to hear from candidates for the Director of Fundraising & Alumni post, who believe they can play a key role in achieving our aspirations.

www.uws.ac.uk/alumni

Pioneering research & enterprise

We have established ourselves as a force for good through our internationally relevant research which is making a real difference across the globe.

Our ground-breaking research in areas including eye-care, drone technology, artificial intelligence, thin films and sensors, 5G networking, arthritis and dementia care is driving innovative technology developments and shaping society. These endeavours inform our teaching, meaning our students' learning is shaped by those working at the very forefront of their profession.

We have seen a period of tremendous growth for UWS KTP offerings – our KTP portfolio has increased by 300% in the past 12 months, placing UWS as the fastest growing provider of these partnerships in Scotland. The University currently boasts 35 KTPs with a value amounting to over £7million.

In a Scottish Higher Education first, in 2019 the University established its own KTP Centre to ensure business partners, KTP Associates and UWS staff have exclusive access to an in-house specialist team to support their KTP activities.

100% of 2014 REF

(Research Excellence Framework) submissions were ranked as having international or world-leading status in terms of their originality, significance and rigour.

We are on track to submit almost 3 times as many staff for REF2021 compared to REF2014 and the current outputs-related quality profile indicates that our profile is significantly above the post-92 university sector average in Scotland.

Cutting-edge Anti-coronavirus Technology*

UWS academics have played a key role in the production of innovative thin film-based chips that will help prevent the spread of coronavirus.

Working in partnership with Glenrothes-based semi-conductor foundry Semefab, researchers in UWS's Institute of Thin Films, Sensors & Imaging have produced the technology that will be embedded in non-contact thermometers. Semefab has already received orders for more than 12 million of the chips from across the world.

The infrared sensors are the latest project to come from the University's new state-of-the-art thin films laboratory.

High Growth Spin-Outs

- Novosound (developing novel ultrasound sensors; Converge Challenge winner 2017)
 - Albasense (shortlisted Converge Challenge 2017)
 - Fish Diagnostics
- plus 2 more STEM-related spin-outs currently in development.

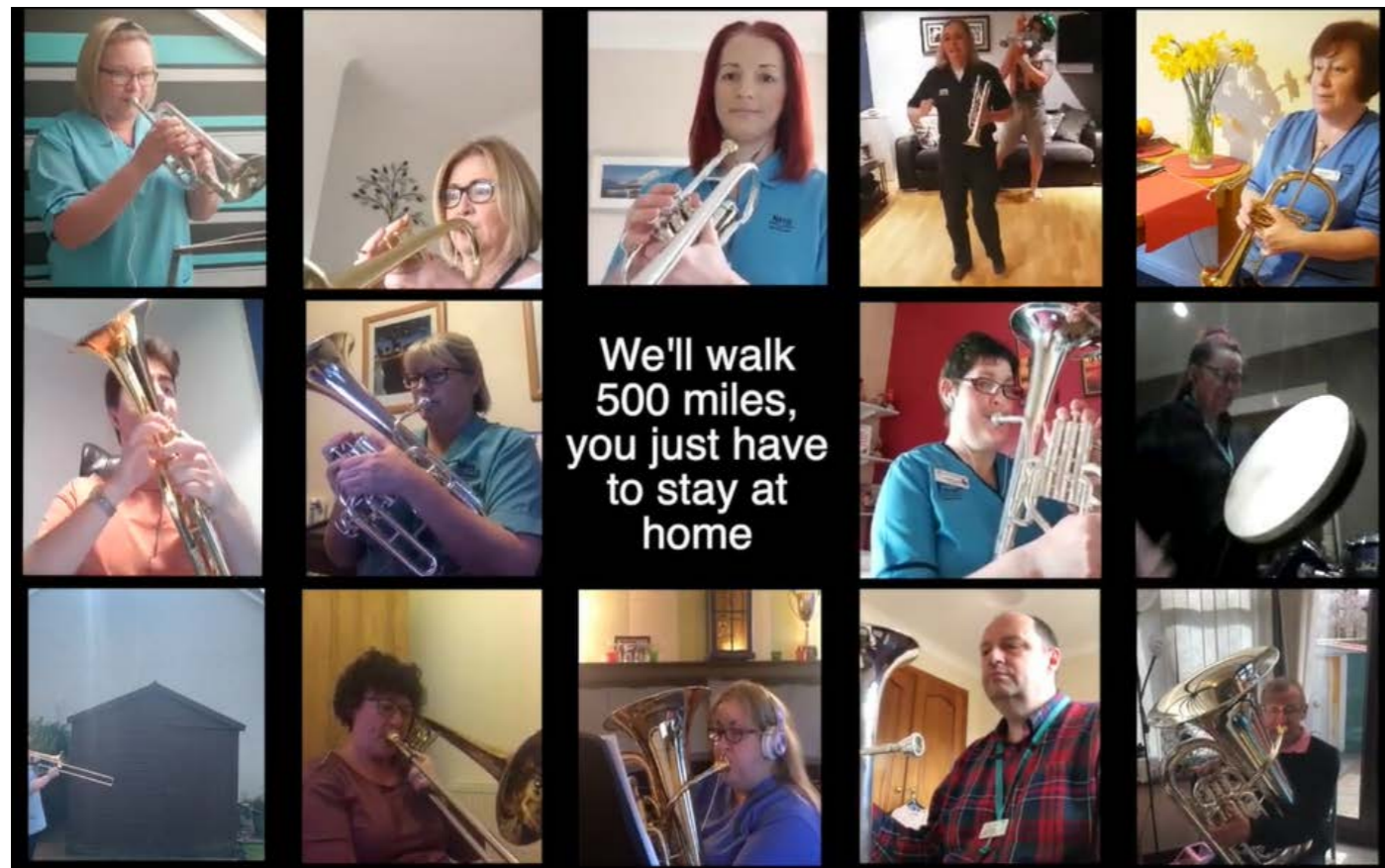
Doctoral College established 2018

Its *"Wellbeing - Interactions - Behaviours"* programme has been instrumental in raising completion rates from 47% in the REF2014 period to 90%+ by academic year 2018/19.

*Read more on pg 15 about our activities to help combat coronavirus.

Tackling coronavirus together

Over recent months colleagues and students from across the University have joined forces to support national efforts in the fight against coronavirus, not only by volunteering to join the frontline as key workers in health and social care, but by sourcing, developing, organising and deploying equipment and technology vital in helping the UK respond to COVID-19.



Activities have included:

- Around 1,200 nursing, midwifery and applied biomedical science students from across our Scottish campuses joined the NHS frontline in hospitals across the country, putting their clinical skills into practice.
- Researchers from the School of Health and Life Sciences are using the University's dedicated microbiology facilities to validate the effectiveness of a new facemask being developed with funding from the Scottish Funding Council.
- As part of a Scottish Government-funded rapid research project, UWS researchers are investigating the impact of social distancing and isolation on physical and mental health.
- An innovative, gaming technology training solution for healthcare professionals has been developed in collaboration with Edinburgh Napier University and NHS Education for Scotland, to better-equip staff with the skills and knowledge to assess and treat COVID-19 patients.
- UWS has played a key role in the production of innovative thin film-based chips that will be embedded in non-contact thermometers to help prevent the spread of coronavirus (more detail on page 14).
- UWS's Alzheimer Scotland Centre for Policy and Practice, together with Alzheimer Scotland, are producing video podcasts with helpful advice during the pandemic for those affected by dementia.
- Colleagues in the School of Computing, Engineering and Physical Sciences are using UWS's cutting-edge 3D printing equipment to produce PPE in the form of protective visors for the NHS.
- UWS has provided venepuncture arms - prosthetic limbs, used by students to train in cannulation or IV insertion - for key worker training purposes in a number of NHS Greater Glasgow & Clyde facilities.
- The University has also donated 33 hospital beds, from its state-of-the-art nursing and midwifery facilities, to the new NHS Louisa Jordan in Glasgow.
- One of our adult nursing students formed a virtual brass band with NHS colleagues, to perform The Proclaimers' 'I'm Gonna Be (500 Miles)' to spread positivity and push the vital stay-at-home message. The team's video was shared across social media, viewed 125,000 times, and picked up by outlets including STV.



UWS 2019-20 Financial Statement

Income
£122.0m

Surplus
£3.7m

Cash in bank
£28.6m

Net assets
£24.6M

The results for the year
ended 31 July 2020

| 2019/20 | £m |
|---|-------|
| Income | 122.0 |
| Expenditure | 124.1 |
| Underlying operating surplus | 3.7 |
| Pension Charge to the Statement of Comprehensive Income | 3.9 |
| Operating (deficit) before other gains or losses | (2.1) |
| Other items | (1.8) |
| Deficit for the year | (1.9) |
| Cash at bank | 28.6 |

For every £1 we generate 80% is directed to academic delivery for students

A global outlook

UWS has a global outlook and enjoys successful partnerships with educational institutions and businesses around the world. We are mindful of the current global climate, as a result of COVID-19, and this is forming part of our strategic planning to ensure that UWS is able to continue to operate successfully in the global landscape.

- 25 Transnational Education partners (in locations including Singapore, Hong Kong, Malaysia, Russia, India and Sri Lanka)
- 140 European partners (including universities in Ireland, Germany, France, Finland, Spain, Italy and Cyprus)
- 30 partners in China
- Scotland's first official training partner for China following accreditation from China's State Administration for Foreign Expert Affairs (SAFEA)

Over August to December 2019 we delivered over 20 courses to 450 delegates on behalf of the Chinese government with a value of more than £1m.

UWS is a great place to work

At UWS we are dedicated to driving positive change in society.

UWS Principal and Vice-Chancellor, Professor Craig Mahoney, has, since his appointment in 2013, encouraged the University's staff to deliver educational empowerment through teaching, learning and research - inspiring them to demonstrate intellectual and professional leadership.

The successful candidate will join us at a pivotal time for the University. We are working with all colleagues to deliver cultural change, ensuring that our people are aware of their role and contribution to delivering a student-centred experience in an organisation that is efficient, effective and financially sustainable. In return, we offer a supportive working environment, where staff can progress their career aspirations.

Living in the west of Scotland

Scotland is a great place to live and work, with a high quality of life and a range of lifestyle benefits such as excellent value house prices, straightforward commuting and easy access to beautiful countryside.

Our campuses in Ayr, Lanarkshire and Paisley are within close proximity to Scotland's largest city, Glasgow, with our Dumfries Campus a 90-minute drive south of the city. There are numerous smaller towns and villages within travelling distance of all of the campuses, so whatever style of living you prefer, you will find something to suit your needs.

Scotland offers a culture steeped in history, dramatic untouched scenery, bustling towns and cities and a world renowned education system. The west coast boasts some of the world's most stunning scenery and wildlife.

The town of Ayr is set among some of Scotland's most impressive scenery and looks out on the Firth of Clyde, with the peaks of Arran in the foreground and the Mull of Kintyre in the background. Packed with historical sites, Ayrshire's visitor attractions and cultural and leisure pursuits include unspoiled beaches and rolling hills, castles, a racecourse and, of course, golf courses. Burns and A' That, a major festival which takes place in June, celebrates Ayr's most famous son, Robert Burns.

Dumfries & Galloway is a region of rugged coastlines, sandy beaches and tranquil lochs; and has over 300 square miles of forest to explore, with the largest forest park in Britain; and in excess of 30 golf courses and driving ranges.

Our Lanarkshire Campus is located on Hamilton International Technology Park, close to a number of country parks and nature reserves such as Strathclyde Park. The cultural cities of Glasgow, Edinburgh and Stirling are nearby, and the beautiful scenery of the Clyde Valley and the Borders is within easy reach.



Paisley combines the heritage and history of the Paisley pattern shawl and the Victorian thread industry with cultural interests including the Museum and Art Gallery (currently undergoing a £multi-million refurbishment), the 12th century Abbey, a thriving youth theatre and the Spree Arts Festival. Loch Lomond and the Trossachs are both easily accessible from the town. UWS played a significant supporting role in the bid for Paisley as UK City of Culture 2021 - the only Scottish location shortlisted. Although, ultimately, not selected as the award winner, the legacy of the bid process and planning will see significant benefits for Paisley and the local area both culturally and economically.

Glasgow and Edinburgh are close to our campuses and offer excellent shopping, superb café culture, museums and galleries, world-famous music venues and international cuisine. Travelling to and from our campuses is easy thanks to excellent road and rail links. Glasgow International Airport is on the outskirts of Paisley, and Prestwick International Airport is also easily accessible, being around 40 minutes away by road or rail from Paisley Campus; Prestwick is also just a 15-minute drive from Ayr Campus.





At UWS, we believe in our students' future.

We have a proud record in delivering world-ready graduates and developing effective partnerships with business, industry and the public and voluntary sectors.

With our cutting-edge courses, practical knowledge, and intelligent teaching, we help our students get ahead.

Through our innovative learning partnership we invest in people's potential to shape their future. Built on uniting students, professionals, industry and our communities, this partnership stretches from the West of Scotland around the world.

We believe in the transformative power of active learning and engagement. We treat our students as individuals, partners and potential leaders in their fields and professions, providing them with the globally relevant knowledge, skills and confidence to think critically and to challenge received wisdom.

DREAM, BELIEVE, ACHIEVE

**Campuses in
Ayr, Dumfries, Lanarkshire,
London & Paisley**

uws.ac.uk
