

WATERLOO UNCOVERED

OUR ORGANISATION

Waterloo Uncovered is a registered UK charity that combines archaeology with a veterans' support programme. We are based in South West London and surrounded by shops, a local gym (Pure Gym) and transport links. Working in partnership with some of Europe's top universities, and through the unique perspective of a team comprised of archaeologists, veterans, and serving soldiers, Waterloo Uncovered uses the archaeological excavation of the Battle of Waterloo, to better understand war and its impact on people — and to educate the public about it.

Founders Mark Evans and Charlie Foinette have a shared history. They studied archaeology together at University College London before joining the army. Both chose the Coldstream Guards, the British regiment that played a vital role in the allied victory at Waterloo and continues to see active service across the world today. In their military careers they led men in combat, saw war up close and personal, and felt its impact first-hand – on the battlefield and at home.

In 2010, returning from Afghanistan, Mark was diagnosed with Post Traumatic Stress Disorder (PTSD) and his friend Charlie was on hand to help. It was Charlie's powers of persuasion that set Mark on the way to recovery. It wasn't quick and, almost four years, later when the MoD began a project to support veterans through archaeology, Charlie thought Mark would be an ideal candidate. They were both amazed by what they discovered — archaeology could help veterans recover and support their transition into civilian life.

This revelation got the friends thinking. Inspired by their shared past and the approaching bicentenary of the Battle of Waterloo, the notion struck them of combining the worlds they knew so well to create an entirely new kind of social enterprise – a bold new venture to involve serving personnel and veterans in unearthing the secrets of the world's most famous land battle — Waterloo Uncovered.

THE JOB OPPORTUNITY

We are looking for a highly experienced and motivated **Senior Fundraising Officer** to join our small and growing charity, at what is a very exciting time. As the charity's dedicated fundraiser, you will autonomously ensure Waterloo Uncovered meets its annual fundraising goals. This will allow the charity to deliver its work across its four areas of interest: Archaeology, Serving Personnel and Veteran Support, Education and Multinational Collaboration.

The focus of the fundraising role (three days out of five) will be to fully manage and grow the charity's Grants and Funds programme (with an initial focus on the UK Veteran and Health sectors). The remainder of your time, prioritised across the year, will be spent supporting other existing fundraising activities: supporting the CEO in

WATERLOO UNCOVERED

developing the charity's growing Major Donor and Corporate Sponsorship programmes, working with our Marketing and Operations staff to maintain our Supporter Organisations programme, and working with volunteers and the CEO to support a number of events.

KEY RESPONSIBILITIES

- To raise £500,000 a year - design a strategy and implement it, across several different fundraising streams.
- To fully manage and provide regular updates to the CEO on the fundraising strategy and its progress.
- Manage and grow the funds and trust pipeline, and grant applications, without guidance.
- To plan, manage and deliver the annual fundraiser - the strategy and delivery will be the Senior Fundraiser's responsibility so understanding our aims, brand, and donors is crucial.
- Work with the team to develop our online donation presence and return.
- Work with the CEO to manage and develop our Major Donor network and Sponsorship pipeline, including bespoke event creation and tailored packages.
- Manage and report to identified major donors (individuals and organisations) as and when required.

THE INDIVIDUAL WE ARE LOOKING FOR

This role is ideal for someone who is looking to play an important role in a charity that is growing quickly. We are looking for an Individual who wants to develop or expand their fundraising portfolio and can work as part of a small team. This opportunity provides autonomy and responsibility. Trust and Foundation fundraising experience with a proven track record is essential.

This is a unique opportunity for the right person to join the charity and influence its growth and work. The work the charity will conduct will have an important impact, not only in supporting and enhancing the lives of the military personnel involved but in providing significant historical detail and accuracy. This will, in turn, provide insight into the effects of conflict, for example comparing modern day to times gone by and looking at the role of women in war.

- Cultivate and manage major donor and sponsor relationships.
- Speak to and brief trustees and donors confidently.
- Manage a team and volunteers, and be hands on as when needed.

Be enthusiastic and excited about charity and its work, most importantly it's three objectives:

- Amazing archaeology
- Supporting Veterans
- Multinational collaboration

WATERLOO UNCOVERED

OUR VISION

Since 2015 Waterloo Uncovered has successfully delivered an internationally renowned, multinational archaeological excavation on the Waterloo battlefield, with a support programme for serving military personnel and veterans as an integral part. What started in 2015 as a week-long excavation with 20 participants, by 2018 had grown to a two-week field-school with over 150 participants from 11 countries. Supported by several outreach and education activities, predominantly in the UK, but increasingly across Europe.

The charity has recently taken the decision to continue with a focus on the Waterloo site for the next five to 10 years, which will allow it to maximize the potential of the Waterloo site as well as to further develop relationships with existing supporters, stakeholders and colleagues. The charity will explore and resource wider and more detailed archaeological fieldwork at Waterloo while supporting an increasing number of serving personnel and veterans and carrying out more outreach and education work inside and outside the UK.

There will be chances to work with our staff, partner and supporter organisations, archaeologists, volunteers, and veterans. Fundraising operations are currently focussed on the UK, but it is hoped you will help the CEO expand the charity's international reach, to other participating European nations. There is the potential for occasional travel, including taking part in the project's annual two-week summer excavation – in Belgium in July.

WHAT WE OFFER

- Salary of £30,000 to £35,000 (depending on experience)
- Inspiring, bright and dedicated colleagues
- Each voice is heard and valued – open door policy to new ideas and feedback
- 22-day standard annual leave package plus bank holidays
- Environment to grow and create your own career opportunities
- Days In lieu for any weekends worked
- Working from home available
- Minimum of two weeks per year in Belgium

COMMITMENT FROM WATERLOO UNCOVERED

Waterloo Uncovered is committed to attracting, developing and retaining the best talent by offering a motivating and inclusive workplace of equal opportunities where you can be recognised, developed and supported. We believe that diversity plays an important role in the success of our charity and we look forward to learning more about you and your experience.

WATERLOO UNCOVERED

OUR INTERVIEW PROCESS

To be considered for the position we strongly recommend submitting a short covering letter along with your CV, outlining why you're right for the role. We have a two-stage Interview process as defined below.

Initial stage

Initial face to face meeting with the CEO and Operations Manager/or Fundraiser. We anticipate our initial meeting to last up to 60-minutes.

Final stage

Second face to face meeting with CEO and up to two trustees. We anticipate our second meeting to last up to 60-minutes.

Thank you for your time in considering a role with Waterloo Uncovered. We look forward to meeting you shortly!