

Ellie Green CV

Profile

With over 9 years' experience in major donor and grant fundraising, I am particularly skilled in collating and condensing complex information into digestible proposals and reports, building cross-functional processes, and developing internal and external relationships. I have enjoyed working with a range of organisations in the sector from large charities and major funders to grassroots organisations and local funders, and across the board I am exceptionally hard working and motivated by social change. Across employed roles and self-employment, I have been known for high-quality partner, funder and client services, responding quickly to evolving needs while holding clear boundaries and expectations. I pride myself on my relationship-led solution-focused ability, aligning multi stakeholder interests and carrying out work in a considered, effective, and efficient manner.

In my current MASc studies at the London Interdisciplinary School I am exploring how the dominant funding systems and norms perpetuate inequalities and stifle community-led social change in the third sector. For my capstone I am researching how typical grant funding models create and perpetuate the under-resourcing of grassroots groups and what changes could improve equity and accessibility within funding systems.

I am committed to equity in funding, centring charity and grassroots voice and redistributing power in grant making and philanthropy.

Employment history

Freelance fundraising specialist, 2024-present

Providing responsive, high-quality strategic and operational grant fundraising support, including prospect research, pipeline development, and tailored bid-writing to secure sustainable income for a range of clients.

Examples include:

- **Kidney Research UK (April 2025-current)**
Translating complex research pipelines and grant making structures into compelling major funding propositions, working as a bridge between research teams, fundraising partners and external funders to align needs and perspectives.
- **Children with Voices (May 2025-October 2025)**
Designing and implementing lightweight accessible grant processes suitable for a grassroots volunteer-led group, from prospecting and due diligence to application, decision-making and reporting. Writing case for support and successful grant applications.
- **Abuelita's Wellbeing CIC (October 2024-March 2025)**
Advising on sustainable funding models for a new community interest company and supporting early-stage prospecting and applications.

Marie Curie

Senior Projects and Partnerships Lead (Strategy, Innovation & Fundraising), February 2023 – May 2024
Bringing together diverse perspectives to shape complex initiatives.

- Synthesised information and insights from across the organisation and sector, working with senior colleagues, delivery teams, researchers and external partners, to develop projects for 6 and 7 figure fundraising propositions that drove growth in reach, impact and income.
 - Co-led a winning £3.5m bid through translating and interpreting complex project information for external funders, developing compelling proposal and pitch materials.
 - Proactively identified and shaped new project concepts into 6–7 figure fundraising propositions, aligning organisational priorities with funder appetite.
 - Led workshops and co-design sessions that brought internal and external stakeholders together to develop new service models and concept papers, fostering genuine collaboration and integration of multiple perspectives.
- Worked as a bridge between different parts of the organisation, understanding the needs, languages and constraints of strategy, evidence, fundraising and delivery teams, and translating across them so people could work together effectively.

Ellie Green CV

- Assessed delivery, financial and reputational risk on major grants with Legal, Finance and delivery teams, advising on go/no-go decisions and mitigation plans.
- Collaborated with the Business Development team to align high-value opportunities with broader strategic growth rather than prioritising funder requirements, ensuring fundraising served the organisation's mission alongside meeting income targets.
- Worked with Finance to build credible, funder-friendly budgets and pricing for complex service models, balancing financial sustainability with funder constraints.

Designing systems and processes that improve clarity and enable better collaboration

- Co-designed and embedded new project sign-off and information-sharing processes across the organisation.
 - These changes improved data quality and clarity for all high-value proposals and reports, reduced rework and confusion, and created a shared language for talking about projects across teams.
 - Worked iteratively with stakeholders to understand their needs, tested approaches, and refined based on feedback, taking learning-oriented approach to systems design.
- Provided strategic oversight of complex, multi-year funding initiatives, ensuring compliance with complex funding agreements and maintaining clear sight of progress, risks and opportunities.

Facilitating learning and co-design in cross-organisational teams

- Led Innovation Pipeline workstreams, coordinating multiple strands of work to develop new service models.
 - Led initial research, analysing qualitative and quantitative data, to gain insights and determine potential for innovation.
 - Facilitated workshops and roundtables that brought together researchers, clinicians, service managers, and people with lived experience to explore problems and design solutions together.
 - Held the space for real collaboration, ensuring different perspectives were heard, conflicts were navigated, and learning was shared.
 - Analysed qualitative and quantitative feedback from pilots and funding performance to inform decisions on which models to scale or refine.

Building and holding relationships across the organisation

- Developed and maintained key internal relationships with colleagues across Strategy, Fundraising, Evidence, Service Delivery, Executive Leadership and external partners.
 - Stayed attuned to organisational priorities and shifts and used that understanding to help different teams work together and to anticipate what external partners needed from us.
 - Worked with emotional intelligence and genuine care - understanding people's constraints, motivations and concerns, and building relationships grounded in trust rather than transaction.

Building inclusive communities

- Mentored a member of the fundraising team, supporting them through weekly mentorship calls and shadowing opportunities to develop their confidence.
- Chaired the Staff and Volunteer Disability Network (October 2021 - May 2024) facilitating difficult conversations on access and inclusion and representing the network to senior leadership to shape culture and policy.

Senior Philanthropy Manager (Trusts), September 2022 – February 2023

Led a programme-wide review to improve how the organisation worked with funders, driven by curiosity about what funders needed and what was creating friction.

- Led an action-focused review of the Trusts programme, bringing together senior colleagues from Partnership Development, Insight and Philanthropy to understand what was and was not working and to identify practical improvements.
- Established a monthly planning forum to share learning, anticipate funder needs and improve engagement with this community of supporters.
- Spotted cross-team and cross-funder opportunities to expand partnerships, working across Business Development, Trusts, Major Donors and Corporate Partnerships to support strategic initiatives.
- Developed better processes for sharing information about major funders (motivations, reporting requirements, strategic interests) with internal delivery teams, enabling more effective cross-organisational engagement.

Ellie Green CV

- Communicated shifts in organisational context (e.g. impact of the Cost-of-Living Crisis) to funders, helping them understand Marie Curie's work more fully and secure increased support.
- Recruited and onboarded a team of four to support the growth of the Trust's portfolio.

Philanthropy Manager, June 2020 – September 2022

Managed and grew a portfolio of major philanthropic supporters, working as a genuine partner and intermediary between funders' interests and the charity's work.

- Managed a portfolio of 6–7 figure funders, developing tailored engagement and stewardship plans and raising over £2m across core and project funding in 8 months through deepening existing relationships and building new partnerships. This included securing £1m from a major UK funder, £300k from an international funder.
- Developed and delivered tailored engagement plans for top funders, ensuring responsive, high-touch stewardship and timely, accurate reporting. For example, skilfully reporting project changes to release the final instalment of a £900k grant.
- Worked as an intermediary and translator between funders and the organisation, staying connected to organisational priorities and using that knowledge to help funders understand the work and to anticipate their needs.
- Worked with senior leadership to embed major funders in the organisation's work and decision-making, ensuring they felt genuinely partnered rather than simply stewarded.
- Drove improvements to systems and processes that made the organisation easier to work with and more transparent to funders, including enhancing CRM use and reporting dashboards for grants and high-value fundraising and maintaining audit-ready records of grant agreements, payments and reporting.
- Consulted on sign-off processes and governance for major projects, ensuring decisions were grounded in evidence and that financial and programmatic risks were understood.
- Line-managed two Philanthropy Executives, collaboratively setting objectives and KPIs, supporting their learning and development, and championing their work across the wider team. Both exceeded their targets and gained confidence in role as we worked together.

Philanthropy Executive, January 2018 – June 2020

- Maximising income from a portfolio of trusts and HNWIs through relationship-led approaches and strong bid-writing.
- Strategically redesigned the Small Trusts programme to align with funder interests and organisational priorities.
- Built strong relationships at all levels across the organisation, positioning Philanthropy as a trusted partner in delivery.

Mind

Partnerships Fundraising Assistant (Major Giving), August 2016 – December 2017

- Managed a pool of donors to engage, steward and uplift their support.
- Built strong internal relationships to promote the work of Major Giving and foster cross-working and knowledge sharing

Education and Professional Development

London Interdisciplinary School's MASc in Interdisciplinary Problems and Methods – 2024-2026 (part-time)

- Research focus: How funding systems create and perpetuate under-resourcing of grassroots organisations, and what changes in process, criteria and support could improve equity and justice.
- Key learning: systems thinking, methods of quantitative and qualitative data collection and analysis, interdisciplinarity, working at micro and macro levels simultaneously, integrating multiple perspectives, designing for equity and trust.

Solid Management's Major Donor training - November 2021

Fundraising Magazine's 25 Under 35 - July 2020

University of East Anglia, BA(Hons) Literature and Philosophy (2:1) - 2012-2015