

Harriet Day

Experienced research fellow with a demonstrated history of working in the higher education industry and the nonprofit sector. Skilled in communication, research, client handling and project management. Knowledge of working with national and international organisations.

CORE COMPETENCIES

- Organising and managing research studies
- Client handling and management
- Ability to work within a team and independently
- Proven record of successfully completed client projects
- Able to advance research effort through contributions to published reports
- Sets and maintains high work and ethics standards
- Highly adaptable and self-motivated

EDUCATION

- MPhil / PhD Candidate** **October 2018 – Present**
- Stillness and Making Philanthropy Sustainable (School of Business)
- Institute of Fundraising** **2017**
- Certificate of Fundraising
- University of Exeter** **2010-2013**
- LLB (Hons) Law, 2:1 attained

WORK EXPERIENCE

- Research Fellow, Philanthropy Centre Ltd** **August 2018 – Present**

Worked with a variety of UK and international clients to further research in the charity sector.

- Conducting reviews of relevant academic literature for report writing
- Collecting and analysing qualitative data for reports
- Tutor for the Fundraising Standard
- Survey creation and distribution
- Confident in public speaking and presenting
- Client handling and liaising on projects

- Research Assistant, University of Plymouth** **August 2016 – January 2019**

Successfully managed key projects with large nonprofit organisations in the UK, US and Australia. Responsible for managing and assisting with various stages of research projects.

- Conducting academic literature reviews

- Handling client meetings and expectations
- Survey creation using Qualtrics (including distribution)
- Data collection
- Drafting client reports
- Disseminating learning via conferences and reports

Paralegal, Bond Dickinson LLP

October 2014 - July 2016

RESEARCH REPORTS

Factors Driving Exceptional Fundraising Success: A Focus on Australian Leaders and Their Boards **June 2018**

- This report seeks to understand how to deliver excellence in Australian fundraising and how they can increase their income. We look at the factors that might drive exceptional performance in Australian Boards and how this might impact the fundraising function of an organisation.

Everything Research Can Tell Us About Legacy Giving in 2018 **May 2018**

- This review looks at the current research on legacy giving, such as motives for leaving a bequest, past and future trends, social influence, profiling, and getting legacy communications right. It provides a comprehensive study of the state of matters now and provides insight as to areas for future research.

Developing Nonprofit Leadership: An Analysis and Evaluation **April 2018**

- This project investigated the leadership styles adopted by leaders in the nonprofit sector and the extent these approaches affect organizational metrics, the extent to which they plan for succession and engage in strategic planning, and whether they engage in fundraising and what impact their leadership style has on their fundraising capabilities.

Great Fundraising Events: From Experience to Transformation **January 2017**

- The fundraising events project investigated what it is that ultimately makes an event successful, and how nonprofits running events can provide new and exciting forms of value for participants. The report examines the major themes that emerged from both researcher analysis and international interviewee contributions.
- Presented this research report at the Institute of Fundraising Convention 2017

BOOKS

Events Fundraising **(Due to be published April 2020)**

- The aim of this book is to be a guide that practitioners can use and apply in their day-to-day working environment. It will be an easy to understand, accessible, and applicable text so every chapter can be put into practice immediately. This book

will include the most up-to-date research on events in both the UK and the US so it will not only provide practitioners with the tools create transformational fundraising events, but we provide them with the theoretical framework and substance to bolster their actions.

PRESENTATIONS

Institute of Fundraising Convention

July 2017

- Great Fundraising Events: From Experience to Transformation

AFFILIATIONS

Institute of Fundraising - Member