



Heather Eggelton MCloF Cert

Development Services Manager

Cheltenham Ladies' College

Heather has worked at Cheltenham Ladies' College since 2014.

Her passion for development began 18 years ago when she volunteered at Seattle Goodwill helping to raise money for their job training and education programmes by supporting gala events and auctions. Heather went on to obtain the Fundraising Management Certificate at the University of Washington, Seattle USA and worked as Development Manager overseeing the fundraising function for two years.

Wanting to maximise the opportunity of working in philanthropy in the US, Heather went on to grow a consultancy business working with over 10 clients in a range of sectors and of different sizes, including the Independent School, Lakeside (with alumni such as Paul Allen and Bill Gates).

On returning to the UK, Heather took up a role at Cheltenham College as Development Operations Manager and then moved to Cheltenham Ladies' College after having a break to have her children.

Her role at CLC has grown and developed and now includes: management of the major gifts pipeline; optimising use of RE NXT; project management, most recently including running their first giving day (and now planning for the second) and implementing a community engagement platform, CLC Connect.

Heather sits on the CloF Researchers in Fundraising (RiF) committee as Head of Partnerships and volunteers on the RiF Handbook.

Heather loves data, processes and a plan as a means to successful relationship building and fundraising.

#IDPE2023