



Monica Popa

Development Director

Royal Grammar School Guildford

Monica is a Development Director with over 17 years' experience in development and alumni strategy, leading development and alumni relations teams first in the higher education sector and recently in the independent school sector. She has extensive background in major donor cultivation and team management as well as experience of working with a diverse portfolio of major individual donors and volunteers across many different platforms at board and committee level. Currently, Monica is leading the development and alumni team at the Royal Grammar School, Guildford preparing to launch the school's first multi-million bursary Campaign for the School's 525th Anniversary called the "Road to 2035". She believes in the power of effective Campaign Boards and together with fellow panel members hopes to investigate and share the pitfalls one needs to avoid in running a successful Campaign with an effective board.

#IDPE2023