



## **Becki Mckinlay**

### **Managing Consultant**

### **Graham-Pelton**

Becki Mckinlay leads Graham-Pelton's services to clients in the UK and Europe, and brings over a decade of fundraising experience to her work with clients.

Since joining Graham-Pelton, Becki has worked with more than 45 clients across the School, University, and Charity sectors on their fundraising strategies and campaigns. This has included training major gift teams at Unicef, Interim Director and Campaign Management at leading independent schools, and the delivery of numerous campaign planning studies, assessments, and audits. Becki has also provided training and workshops to leadership teams and boards to bring renewed focus and strategic alignment to programmes.

Becki joined Graham-Pelton in 2014 following her role as Head of Individual Giving at the University of Oxford. As part of the biggest Higher Education fundraising campaign outside of North America, with a target of £3 billion, Becki's role involved working across the collegiate University (including Colleges, academic departments, museums, libraries, and special collections) on the development of their annual giving programmes. Prior to her role at Oxford, Becki was Deputy-Director of Development and Alumni Relations at the University of Reading. Becki started her career in the charity sector and has built significant experience across all areas of fundraising and alumni relations, both in start-up offices and established teams.

Becki has a BSc in Geography from Swansea University. During her time at university, she developed her love for charity as well as helping others gain access to education through her roles as Student Union President and Raising and Giving President. Becki is a recipient of the Iain More Award, which recognises outstanding fundraisers early in their career. She is an active member of CASE and IDPE, presenting at and chairing conferences across the UK.

**Leading schools' development**