



Christian Propper

Associate Director (Development Operations)

Marlborough College

Chris has been working for Marlborough College as Associate Director (Development Operations) since February 2021, where he leads the teams responsible for the Marlburian Club's alumni relations activities and making preparations for the College's forthcoming fundraising campaign to increase the number of bursaries from 30 to 100.

Chris has worked in development over 20 years: within higher education, the school sector, and as a consultant. Most recently, Chris worked as the Head of Marketing and Insights at the University of Oxford, where he led on the creation and implementation of fundraising campaigns and appeals for causes such as student support, access to water in Africa, better facilities and activities for the elderly at the Ashmolean Museum and the conservation of maps and books at the Bodleian libraries. His team was also responsible for reporting insights across all fundraising activities at the University and its independent colleges.

Over the years, Chris has merged his regular giving and fundraising skills with skills in data management, system process, analytical and insight. He has developed a variety of techniques, including engagement matrices and bespoke prospect management systems to help fundraisers prioritise their activities across a variety of charitable organisations.

Chris is an alumnus of the Universities of Southampton and Liverpool. In his spare time, Chris is a Senior Advisor for Halpin Consulting and he runs Propper-Fundraising.com – a free learning resource collating the best fundraising-related blogs in one place.

