



Christian Propper

Associate Director (Club and Campaign)

Marlborough College

Chris is the Associate Director (Club and Campaign) at Marlborough College, where he leads the team responsible for alumni relations and the running of the Marlborough Difference campaign for life-changing bursaries which aims to increase the number of bursaries from 39 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.

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