



Fiona Kirk

Managing Director

Marts & Lundy UK

Fiona joined Marts & Lundy in the Spring of 2014 with 17 years of experience in leading fundraising efforts for highly respected organisations in the UK. As a practitioner, she most recently served five years as the Director of Development and Alumni Relations at the London School of Economics. There she was responsible for a team of London-based staff covering major gifts, annual fund, alumni relations, finance, database, prospect research, ethical screenings, stewardship and development communications. In addition, she managed a team based in New York focused on alumni relations and development activities in North America.

From 2003 to 2009, Fiona was Director of Development and Alumni Relations for Imperial College London. She established a professional, centralised fundraising function and her work included constructing the “architecture” of the College’s first major fundraising campaign, a 10-year £207 million Centenary Campaign. In addition, she developed the organisation’s first annual fund programme and redesigned the alumni relations activities with strategic and institutional focus.

Prior to this Fiona was Development Director at English Heritage for two years , and at The Science Museum for five years, where she led and completed the successful fundraising campaign for the Wellcome Wing and was responsible for coordinating the fundraising functions at the two sister museums in York and Bradford.





Before starting her career in fundraising, Fiona qualified as a chartered accountant and served in a variety of senior technical and support roles at BDO Binder Hamlyn.

Fiona's consulting clients range from universities, schools, cultural organisations and charities. University clients include Aberdeen, Exeter, Leeds, Oxford, Newcastle, St Andrews, London Business School and Stockholm School of Economics. School clients include The Abbey School, Haileybury School, Campbell College Belfast, Ecole Internationale de Geneve, and Edinburgh Academy. From other sectors her clients include the British Film Institute, International Glaucoma Association, London Symphony Orchestra, Royal Academy of Engineering, the V&A and The World Association of Girls Guides and Girl Scouts.

Fiona was a trustee at CASE Europe for a three-year term ending mid-2011 and continues to be actively involved with CASE activities. For 12 years she was a Governor and Director of Goodenough College and remains a member of their Development Advisory Board, and is also a Trustee of the Historic England Foundation.

