

BEACON CEO

Beacon Changemakers is a leadership development programme started in 2009. Central to the programme are the Beacon School and University Scholarships offered in top secondary schools in 4 East African countries, and 5 UK universities. The programme is now looking to expand into other African countries for schools, starting with South Africa, and to add more university partners. Beacon has also spun out its leadership development programme as an independent commercial enterprise called ARLLS (All Round Leadership Learning System).

We are looking for an individual to implement the growth plan; and begin fundraising for the charity.

The Role

This is a full-time salaried role, based in Southeast England, for an experienced manager who, at least initially, will work from home. It combines the challenge of managing and growing two entities: an established charity operating school and university scholarships (Beacon); and a commercial start-up (ARLLS) in the e-Learning space. All profits from ARLLS will be donated to Beacon. You will be reporting to the Founding Trustees, one of whom is also a Director of ARLLS. You will be succeeding the Founders who have set up both Beacon and ARLLS.

Your Immediate Responsibilities

- (a) Manage two small teams and recruiting new staff as required. Directly reporting to you will be an Operations Manager (Beacon); a Leadership Development Manager (Beacon); a Product Manager (ARLLS); and Beacon part-timers including an Alumni Manager, local country Reps, and a Financial Administrator .
- (b) Expand the Beacon programme into more secondary schools in Africa and more international universities.
- (c) Bring ARLLS to profitability.
- (d) Begin the process of fundraising for Beacon for West Africa expansion (target £5m).
- (e) Build a governance model and start setting up an Advisory Board.
- (f) Understand and help improve all Beacon and ARLLS processes, including developing new products and services and building out Beacon Forever (our alumni programme).
- (g) Create and oversee budgets, funding and cashflow for both entities.

Requirements – ‘What we need’

- *Experience* – have run a business unit, with a wide-ranging skillset, and can show clear responsibility for performance and results.
- *Qualification* – MBA preferred, or graduate minimum.
- *Flexible working* – comfortable working from home and sometimes during non-office hours.
- *Technical competence* – MS Office Suite proficient; Google Drive; video software.
- *Willingness to travel* – our operations are international, and geographically spread in the UK.
- *Readiness to take full responsibility* – whilst the Trustees/Directors are on hand to assist and pass on knowledge, they are expecting to gradually hand over operational responsibility to the CEO while continuing to be involved in a strategic capacity.

Requirements – ‘What you are’

- *People person* - keen to engage with people, senior and junior, from different cultures and institutions; track record of dealing with senior executives and professionals.
- *Comfortable selling* – both in charity and commercial environments.
- *Networker* – happy to attend conferences and events to meet potential partners.
- *Team player* – enjoy working collaboratively and consultatively in a high-performing, dispersed team.
- *Financially numerate* – able to build budgets, and analyse and report on financial performance.
- *Organised and timely* – able to prioritise tasks; excellent eye for detail.

Terms

Full-time salaried role with 20 days paid annual holiday plus bank holidays. Compensation commensurate with experience.

To apply for this role please email cover letter and CV to ajaysood@beaconscholarship.com.

15 July 2025