



**Adriana Williams**  
**Director of Development**  
**Marymount International School**

Adriana fell into a career in fundraising after writing her master's thesis on *Young Alumni Giving (Or Not)* at her former school, Latymer Upper School. Inspired by Latymer's unwavering commitment to bursaries, she worked for four years at the school before moving across other schools in London. Although the nature of schools is that you have to be a jack of all trades, her main passion is working with data to show ROI and plan future appeals and approaches.