



Children with Cancer UK  
Candidate Pack



Registered Charity Number: 298405  
Inaugurated by Diana, Princess of Wales  
Company limited by guarantee, Number: 4960054

## **Job description**

<b>Job title:</b>	Head of Philanthropy
<b>Contract:</b>	Permanent
<b>Location:</b>	Hybrid – Office 3 days a week (21-27 Lamb’s Conduit Street, London, WC1N 3NL), 2 days working remotely
<b>Reporting to:</b>	CEO
<b>Direct reports:</b>	Senior Corporate Manager, Senior Individual Giving Manager, Major Donor Executive, and Trusts and Foundation Executive
<b>Salary range:</b>	£70,000-£80,000 (based on experience)
<b>Closing date:</b>	<b>17<sup>th</sup> July 2026</b>

### **Role overview**

We are seeking an exceptional Head of Philanthropy to create and lead our major donor, Trusts and Foundations and Corporate partnerships programme and optimise the Individual Giving (IG) programme. This role is full time, based at our Holborn office in London, with hybrid working in place. The successful candidate will work 3 days per week on site and meeting (potential) donors, with the remainder available to be worked remotely.

This is a critical senior leadership role responsible for developing and delivering an ambitious philanthropy strategy that will build a sustainable pipeline of five, six and seven-figure, multi-year gifts from high-net-worth individuals - as lifetime and legacy gifts - corporates and Trusts and Foundations while also refining a long-standing £multi-million-year IG programme.

You will shape and grow a sector-leading major donor programme – strengthening stewardship, building influential networks and inspiring transformational support for children with cancer.

### **Children with Cancer UK**

Children with Cancer UK is a leading children’s cancer charity dedicated to raising and investing funds into vital specialist research to save the lives of children with cancer. Our mission is to improve survival rates and the quality of survival in young cancer patients and to find ways to prevent cancer in the future. What began as a small memorial charity in 1988, has evolved into a major force raising more than £300 million and investing in over 200 research projects to help fight the injustice of cancer in children.

## **Main Responsibilities**

### **Strategic Income Growth**

1. Develop and deliver an ambitious philanthropy strategy.
2. Build and manage a sustainable, multi-year pipeline of five, six and seven-figure gifts.
3. Review and enhance stewardship journeys and relationship management standards.
4. Expand and develop mid-level giving programmes to grow supporter volume and value.
5. Optimise the IG programme of direct mail, lottery and raffle platforms.
6. Revive the legacy programme.
7. Deliver high-impact events that generate strong return on investment and create new leads.
8. Develop compelling, emotionally engaging and evidence-based proposals and presentations.

### **Leadership & Culture**

1. Lead, inspire and develop a high-performing philanthropy team.
2. Coach and empower managers to drive accountability and continuous improvement.
3. Partner with senior leaders across the charity to align strategy and propositions.
4. Embed collaboration and co-production across fundraising activity.
5. Lead by example to promote a positive, inclusive and high-performing culture.
6. Inspire teams and promote positive morale through supportive leadership, collaboration and clear communication.

### **Performance & Governance**

1. Take full accountability for departmental budgets, KPIs and income targets.
2. Monitor and forecast income performance, taking corrective action where needed.
3. Hold teams accountable for high standards of performance, delivery and continuous improvement by setting, evaluating and addressing measurable objectives and goals.
4. Provide strong, decisive leadership to support effective decision-making and performance, addressing underperformance promptly and supporting development and growth.
5. Ensure the Salesforce CRM is updated and appropriately interrogated to find patterns and leading indicators for potential donors.
6. Lead cross-team strategic initiatives that strengthen capability and shared learning.
7. Ensure compliance with the Fundraising Regulator Code of Conduct, GDPR and data protection requirements.

### **About You**

We are looking for a strategic, relationship-led fundraising leader with a proven track record of securing significant support from high-net-worth individuals, corporates or Trusts and Foundations as well as experience of Direct Marketing. This is a new role, perfect for a fundraiser who loves building programmes and coaching and developing colleagues. You will proactively build the pipeline, demonstrating a creative approach to reach potential new donors in the UK and globally.

You will bring:

- Demonstrable experience of leading a major donor programme.
- Proven success securing and stewarding multi-year, five- and six-figure gifts.
- Demonstrable experience of an IG programme.
- Proven strong people leadership skills with the ability to motivate, influence and build high-performing teams.
- Strong financial acumen including budgeting, forecasting and performance analysis.
- Confident decision-maker with a proactive, solutions-focussed approach, informed by data and a strong evidence base.
- Exceptional communication, negotiation and presentation skills with the ability to build positive working relationships.
- A values-led approach that authentically includes people with lived experience.

You will also be willing to travel within the UK and attend occasional evening and weekend events.

### Person Specification

	<b>Essential</b>	<b>Desirable</b>
<b>Experience</b>	<ul style="list-style-type: none"> <li>• Experience of leading a major donor, corporate and/or Trusts &amp; Foundations Team</li> <li>• Experience of an Individual Giving/Direct Mail team</li> <li>• Setting and managing budgets</li> <li>• Managing and coaching colleagues</li> <li>• Building relationships with a variety of stakeholders</li> <li>• Harnessing the power of a CRM to infer patterns and indicators</li> </ul>	<ul style="list-style-type: none"> <li>• Experience using Salesforce</li> <li>• Experience of governance, compliance and risk management</li> </ul>
<b>Skills &amp; Abilities</b>	<ul style="list-style-type: none"> <li>• Proven leadership, decision-making and people management skills</li> <li>• Excellent relationship building and persuasion skills</li> <li>• Ability to use evidence as well as emotion to convey important fundraising concepts and impacts</li> </ul>	<ul style="list-style-type: none"> <li>• Public speaking</li> <li>• Understanding the intricacies of lottery and raffle mailings</li> </ul>

	<ul style="list-style-type: none"> <li>• Demonstrable success in increasing fundraising income</li> <li>• Ability to manage change and drive continuous improvement</li> </ul>	
<b>Other attributes</b>	<ul style="list-style-type: none"> <li>• Ability to work under pressure and to deadlines</li> <li>• A self-starter who is able to work independently and uses judgement to make day to day decisions without referral</li> <li>• Well organised with a systematic approach</li> <li>• Ability to work collaboratively as part of a team and contribute to a positive working environment and culture</li> </ul>	<ul style="list-style-type: none"> <li>• Creative and innovative</li> </ul>

Please note: If you don't match all our essential criteria but have other relevant experiences and skills, please do apply. We would love to hear from you.

### **Other information**

At Children with Cancer UK we value diversity, and we are committed to creating an inclusive culture where everyone is able to be themselves and to reach their full potential. The statements are not intended to be construed as an exhaustive list of all duties, responsibilities and skills required for this position.

### **How to Apply**

We operate an anonymised shortlisting process in line with our commitment to equality, diversity, and inclusion. Please submit your CV and cover letter.

Applications should represent the candidate's own experience and perspective. While AI tools may be used for guidance, responses must reflect your personal experience and may be discussed in detail during the selection process.

If you require any reasonable adjustments during the application or interview process, please contact us at [hr@childrenwithcancer.org.uk](mailto:hr@childrenwithcancer.org.uk)

*You must be eligible to work in the UK to apply for this vacancy.*