

Head of Fundraising & Philanthropy

Reporting to: Chief Executive

Direct reports: Trusts & Grants Manager, Events & Challenges Fundraising Team and other fundraising staff as the charity grows

Location: Broxbourne, Hertfordshire

Hours: 35 hours per week (flexible hours considered)

Salary: £52,000 - £60,000 FTE

Plus annual performance related bonus

This is a rare opportunity to build and lead Teens Unite's fundraising function.

As a member of the Executive Leadership Team, you will lead the delivery of an ambitious five-year income strategy that broadens and deepens relationships with major donors, philanthropists, corporate partners and leads the charities capital appeal. You will redefine how the charity approaches modern philanthropy, creating innovative partnerships that generate shared value while increasing both impact and income.

Who we are:

Teens Unite is leading the way in youth cancer support.

We're an energetic, ambitious and dynamic charity improving the lives of 13-24-year-olds living with, and beyond, cancer. We're not here to cure cancer. We're here to empower young people to rebuild their lives and thrive beyond a diagnosis.

As we approach our 20th anniversary, we are entering the most exciting and ambitious chapter in our history.

We have bold plans to treble the number of young people we support, grow our income beyond £3 million per year and open the Home of Teens Unite, England's first purpose-built retreat for teenagers and young adults living with and beyond cancer.

To help us achieve this vision, we are looking for an exceptional fundraising leader to join our Senior Leadership Team as Head of Fundraising & Philanthropy.

This is a rare opportunity to join a charity with a proven model, strong foundations and ambitious growth plans. You'll inherit an experienced and successful fundraising team whilst playing a leading role in shaping the next phase of our development.

Most importantly, you'll help ensure thousands more young people affected by cancer can access the support, experiences and opportunities they deserve and build a facility that will support generations to come.

The role:

Reporting directly to the Chief Executive, the Head of Fundraising & Philanthropy will provide strategic leadership across all fundraising activity at Teens Unite.

You will oversee and develop our income generation strategy, ensuring existing income streams continue to grow whilst creating new opportunities for transformational support.

A key focus of the role will be philanthropy, major donors and capital fundraising.

You will build meaningful relationships with major donors, high-net-worth individuals, family foundations, trusts, corporate supporters and strategic partners, creating opportunities for significant investment in the future of Teens Unite.

You will also play a central role in securing funding for the Home of Teens Unite, a transformational project that will create England's first dedicated retreat and support centre for young people living with and beyond cancer.

As a member of the Senior Leadership Team, you will contribute to wider organisational strategy and help guide the charity through an exciting period of growth and development.

Key Responsibilities:

We're looking for someone who combines strategic thinking with exceptional relationship-building skills. Someone who can inspire supporters, lead a talented team and deliver ambitious growth.

Strategic Leadership

- Lead the development and delivery of Teens Unite's fundraising and philanthropy strategy.
- Develop plans to support the charity's ambition of becoming a £3 million income organisation.
- Identify opportunities for sustainable income growth across all fundraising streams.
- Provide regular fundraising performance updates to the Chief Executive and Board.

Philanthropy & Major Giving

- Build and manage a pipeline of high-net-worth individuals and major supporters.
- Cultivate, solicit and steward significant gifts and long-term philanthropic partnerships.
- Create high-quality donor engagement plans and stewardship programmes.

Capital Appeal Leadership

- Play a leading role in securing funding for the Home of Teens Unite.
- Develop and manage a pipeline of prospects capable of supporting the capital appeal.
- Create compelling cases for support linked to the project.
- Deliver significant philanthropic investment in support of the appeal.

Team Leadership

- Provide strategic oversight, management and support across all income streams.
- Create a positive, high-performing and collaborative culture.
- Ensure individual fundraising strategies align with wider organisational goals.
- Responsible for growing current annual income from £1.4million per annum to £3million per annum over the next 5 years.

Why this role is different:

This isn't a role where you'll inherit a struggling fundraising programme and spend your first year fixing problems.

You'll join an organisation with:

- A strong reputation and clear purpose
- A committed and experienced fundraising team
- Existing successful income streams

- Significant growth opportunities
- An ambitious capital appeal
- Clear board and leadership support
- A vision capable of inspiring major supporters and philanthropists
- You'll have the opportunity to build a major donor programme from the ground up, shape the future fundraising strategy of the organisation and play an integral role in delivering a truly unique national project.

Who you are:

We're looking for an ambitious and relationship-focused fundraising leader who is excited by the opportunity to help shape the future of a growing charity.

You may currently be working as:

- Head of Fundraising
- Senior Philanthropy Manager
- Major Donor Manager
- Senior Fundraising Manager

Most importantly, you'll bring:

Essential

- Significant experience in major donor, philanthropy or high-value fundraising.
- A proven track record of identifying and securing five and six-figure gifts.
- Experience managing and developing fundraising teams.
- Strong relationship-building and networking skills.
- Experience building and managing fundraising pipelines with high-net-worth individuals.
- Excellent communication and influencing skills.
- The confidence to engage and build relationships with senior stakeholders and major supporters.
- Experience of capital appeal fundraising.

Desirable

- Experience within youth, health, cancer or social impact organisations.
- Knowledge of trusts and foundations fundraising.

What We Offer:

- Performance-related bonus
- Hybrid and flexible working
- 33 days annual leave inclusive of bank holidays
- Christmas office closure
- Pension contribution
- Professional development and training
- Recently refurbished offices with free on-site parking
- The opportunity to help shape a nationally significant project and positive change the cancer care landscape for young people.
- Direct access to the Chief Executive and Board

Our Commitment to Diversity, Equity, and Inclusion

Teens Unite is committed to ensuring a diverse, inclusive, and respectful workplace. We value and celebrate differences in identity, background, and perspective, and we actively work to remove barriers in our recruitment process.

Accessibility: If you need adjustments or accommodations during the application process, please let us know.

Summary of Key Milestones

Application Closing Date: Sunday 27th September

Interviews: From Wednesday 30th September

Should a suitable candidate be found prior to the closing date, applications will close early.

To apply:

Email your CV, along with a covering letter addressed to the Chief Executive, Roxanne Lawrance to careers@teensunite.org. Please use 'Head of Fundraising and Philanthropy' as the email subject.