



Sense

Head of Philanthropy

Candidate Information Pack

A chance to shape something ambitious

Sense is a national disability charity supporting disabled people with complex needs to communicate, experience the world and live more independently. We are working towards a future where everyone has the power, choice and control to live the life they choose, in a world where they belong. Philanthropic income is critical to making this possible, and we are now looking for the right leader to help us take this work to the next level.

As we enter a new strategic chapter, we are focused on significantly growing income from high-net-worth individuals and long-term supporters who are committed to creating lasting change.

This is an opportunity to shape and lead a sector-leading major donor programme. As Head of Philanthropy, you will create the vision and strategy for growing a high-value pipeline of supporters, building long-term relationships that deliver transformational, multi-year funding for Sense.

Working across the organisation, you will translate our work into compelling propositions, build trusted relationships with key supporters and help unlock the full potential of philanthropic giving to drive impact and change at scale.

Who this role is for

This role will suit a senior fundraising manager or major donor specialist who embodies leadership, with full confidence to shape and build a leading philanthropy programme. You will be motivated by building long-term relationships, driven by impact and energised by the opportunity to grow transformational income in an ambitious organisation.

Why join us?

- You'll see the impact of your work directly, helping to secure transformational funding that enables Sense to achieve our mission.
- We invest in our people, with a strong focus on development, progression and creating an inclusive environment where everyone can reach their potential.
- You'll join a values-led organisation where collaboration, inclusion and lived experience are central to how we work and make decisions.
- We offer a comprehensive benefits package including flexible working, enhanced leave, pension contributions, wellbeing support and a range of financial and lifestyle benefits designed to support you inside and outside of work.

About Sense

Right now, too many disabled people with complex needs are being denied the rights, respect and support they deserve. Every day, they face barriers that limit their lives. Sense is building a future where everyone has the power, choice and control to live the life they choose, in a world where they belong. And we will stop at nothing to make this happen.

We provide specialist support, we run community-based programmes and we deliver social change across all life stages for disabled people with complex needs. This approach ensures we are creating impact at a society, community and individual level.

Our impact is rooted in everyday moments of connection - helping people find ways to communicate for the first time, supporting greater independence in daily life and enabling friendships, creativity and participation in communities. We work alongside people and families to remove barriers, focusing on what individuals can do and the lives they want to lead.

We strive to play a wider role in driving inclusion and change, championing the rights of disabled people with complex needs and working to ensure they are seen, heard and fully included in society.

Job Description

The Head of Philanthropy is a senior leadership role within the Fundraising and Marketing directorate, responsible for developing and delivering a high-value major-donor programme at Sense. Working closely with the Chief Fundraising and Marketing Officer, the role will shape and lead an ambitious philanthropy strategy that drives significant, sustainable income from high-net-worth individuals.

The postholder will lead the creation and growth of a multi-year pipeline of five, six and seven-figure relationships, translating organisational priorities into compelling, high-impact propositions and engagement strategies. They will oversee the development of exceptional stewardship and relationship-management approaches, ensuring that supporters are inspired by the difference their giving makes.

The Head of Philanthropy will play a central role in embedding a data-informed, insight-led approach to fundraising, ensuring performance is tracked, income is forecast effectively and activity is continually optimised to maximise long-term value.

Report to:	Chief Fundraising and Marketing Officer
Accountable to:	Internally: Chief Fundraising and Marketing Officer, CEO and Senior Leadership Team Externally: High-net-worth individuals, donors and prospects, fundraising consultants, event partners, suppliers and service providers
Key working relationships:	Internally: Chief Fundraising and Marketing Officer, Fundraising and Marketing teams, wider Sense leadership team, Finance, Communications, and service delivery teams Externally: External agencies (creative, digital, fundraising and media), fundraising consultants and third-party partners
Salary:	£61,003 per annum (plus £3090 inner London weighting)
Contract and location:	Permanent, full-time (37.5 hours per week) London/Hybrid

Roles and Responsibilities

You will:

- Create and deliver an ambitious philanthropy strategy that significantly grows income from high-net-worth individuals, building a sustainable pipeline of five, six and seven-figure support.
- Lead the growth and diversification of major donor income through strategic prospecting, relationship development and exceptional stewardship.
- Shape and evolve outstanding donor journeys, setting high standards for stewardship, research and relationship development.
- Identify, engage and steward influential networks, ambassadors and supporters to strengthen long-term philanthropic support.
- Develop compelling proposals, presentations and communications that clearly articulate impact and inspire transformational giving.
- Lead high-value supporter events and engagement activities that deepen relationships and generate strong return on investment.
- Take accountability for budgeting, forecasting and performance, ensuring income targets and KPIs are achieved while risks are effectively managed.
- Use data and insight to shape strategy, drive performance and embed a culture of continuous improvement across the team.

- Lead cross-organisational initiatives that strengthen collaboration, enhance fundraising effectiveness and encourage shared learning.
- Build and lead strategic external relationships, including with donors, partners and ambassadors, to maximise long-term value and opportunity.
- Ensure all activity is delivered in line with fundraising regulation, GDPR, data protection requirements and internal policies.

Person Specification

You will have:

- Proven experience of growing and transforming income from a major donor or philanthropy programme, including building pipelines of high-value, multi-year support.
- Significant leadership experience within the not-for-profit sector, with a track record of developing and delivering successful income strategies.
- Experience leading and developing high-performing teams, fostering collaboration, motivation and continuous improvement.
- A values-led leadership style, with a commitment to inclusion and embedding lived experience in your work.
- Strong analytical and financial skills, with experience in budgeting, forecasting, performance tracking and data-led decision making.
- Excellent communication skills, with the ability to develop compelling proposals, reports and presentations and to engage a range of stakeholders.
- Experience of innovation within fundraising, with the ability to identify opportunities and drive new approaches.
- Strong organisational skills, with the ability to oversee an intricate workload and prioritise effectively.
- Good level of digital and data literacy, with experience using fundraising or CRM systems (e.g. MS Dynamics, Power BI or similar).
- The ability to represent Sense externally, building credibility and communicating its work with clarity and conviction.
- Willingness to travel across the UK and attend events outside of normal working hours where required.

Our Values

Everything we do is underpinned by five core values. These values shape the way we work as we pursue our vision of a world where no one, no matter how complex their needs are, feels isolated, left out or unable to fulfil their potential.

- We include
- We collaborate
- We find a way
- We challenge
- We celebrate

Find out more about life at Sense, including our benefits package, [on our website](#).

How to Apply

Please apply by submitting a copy of your Curriculum Vitae (CV) via this link.

For any queries, don't hesitate to get in touch with Suzie Groves at suzie@aawpartnership.com.

Closing date: Monday 1st June, 9.00 am.

First round virtual interviews will take place on 11th June. For those progressing further, a final in-person interview will take place on 15th June.