

Job Title: Head of Individual Giving

Location: London, UK (Only candidates who are eligible to work legally without work visa sponsorship in the UK will be considered.)

Contract Type: Full-time (40 hours per week), Permanent contract

Hiring Salary: GBP 54,374 per annum (before taxes)

Target Start Date: As soon as possible

Application Closing Date: March 10, 2026 23:59 GMT

This job advert is for an existing vacancy.

About Right To Play:

For more than 25 years, Right To Play has been protecting, educating, and empowering millions of children each year to rise above adversity through the power of play.

We offer programs in 14 countries across Africa, Asia, the Middle East and North America, reaching millions of children each year in some of the most difficult places on earth, helping them to stay in school and learn, overcome prejudice, heal from trauma, and develop the skills they need to thrive. We do this by harnessing play, one of the most fundamental forces in a child's life, to teach children the critical skills they need to dismantle barriers and embrace opportunities, in learning and in life.

This work is supported by our two global offices in Toronto, Canada and London, UK; and seven National Offices in North America and Europe.

Right To Play UK is a charity registered in England and Wales and in Scotland that works in partnership with Right To Play International to raise funds and awareness across the UK.

Benefits Highlights:

- Connect and collaborate with a global team who are passionate about protecting, educating and empowering children and youth using the power of play!
- Culture premised on our **Culture Code (accept everyone, make things happen, display courage, demonstrate care, and be playful)**
- Flexible work arrangements
- 25 days annual leave plus bank holidays per year
- Competitive benefits such as Income Protection and Life Assurance
- Learning opportunities and 5 learning and development (L&D) days per year
- More information on what we offer is available on [our website](#).

Application Method:

Apply with your resume and cover letter in English via the application link:

<https://righttoplay.hiringplatform.ca/230503-head-of-individual-giving-ukno/1042518-application-form/en>

Right To Play provides equal employment opportunities to employees regardless of their gender, race, religion, age, disability, sexual orientation or marital status. We strongly encourage groups who have been historically disadvantaged with respect to employment to apply for positions at Right To Play.

As part of our selection process, final candidates will be required to complete security checks and Vulnerable Sector Check or equivalent criminal record check as a condition of the offer. More details about our recruitment process are available [here](#). Safeguarding information is available [here](#).

As part of our recruitment and selection process, Right To Play uses Artificial Intelligence (AI) - assisted tools to support the assessment of candidates or applications. This may include but not limited to generating and editing of job adverts, assessment and interview questions, scheduling, translation, transcription, note taking, etc. Our Applicant Tracking System (ATS), VidCruiter, also use AI-powered ChatBot to answer candidates' enquiries. These tools are used only to assist human reviewers in evaluation and do not make selection or screening decisions. All hiring decisions are made by human reviewers. All AI-assisted processes comply with applicable privacy and data protection regulations, including GDPR and PIPEDA. For more information, please refer to [RTP AI Policy](#) and our [Best Practice: Use of AI in Recruitment](#).

We value and promote a culture of diversity, equity, inclusion, and belonging. We are committed to providing accommodations to candidates with disabilities during the recruitment and selection process, and thereafter. Please reach out to the People & Culture team by email at careers@righttoplay.com. **All information provided will be treated as confidential and used only to provide an accessible candidate experience.**

Job Description:

Job Title: Head of Individual Giving	Location: London, UK
Supervisor Title: Executive Director UK and Global Strategic Initiatives	Region/Department/Office: UK National Office (UKNO)
Job Family: Fundraising	Grade: 8

I. JOB SUMMARY:

Reporting to the Executive Director, Right To Play UK, the Head of Individual Giving will be responsible for leading on community, mid and major donor fundraising and philanthropy for Right To Play UK. The incumbent will deliver a successful strategy for Right To Play UK’s work in this area, leading on developing and coordinating fundraising campaigns, building, and developing our portfolio of major donors, developing a philanthropy pipeline and facilitating bespoke events with the aim of generating substantial income in line with the organisation’s budgetary objectives.

II. RESPONSIBILITIES:

Time%

1.	<p>Individual Giving campaigns and strategy:</p> <ul style="list-style-type: none"> • Collaborate on development and implementation of UK individual giving strategy, working closely with the UK leadership team and international colleagues. • Develop, adapt and coordinate UK fundraising campaigns for mid and major donors, work closely with the Head of Communications and Engagement and UK team. • Project manage delivery of campaigns by the RTP UK staff team, working across audiences. • Analyse and report on audience, results and trends and use this to inform future plans. • Manage the Individual Giving Officer and provide guidance on their development of key projects. 	20%
2.	<p>Major Giving and Philanthropy:</p> <ul style="list-style-type: none"> • Lead on developing, implementing and reporting on Right To Play's individual giving strategy in the UK, in alignment with Right To Play's global strategic plan, in collaboration with the Head of Partnerships and Executive Director. • Directly manage a range of major donor and philanthropic relationships, as well as oversight of relationship management by colleagues and the Partnerships team. • Lead on researching, identifying, developing, and supporting new major donor funding opportunities with the aim of generating substantial income from this fundraising source in line with the organization's budgetary objectives. • Lead on ongoing communications strategy for our mid and major donor support base, building support and ensuring consistency across a range of constituent groups. 	50%
3	<p>Major donor events development:</p> <ul style="list-style-type: none"> • Lead on design and development of bespoke major donor events (e.g. 30 person dinner), working closely with service providers, donors and the RTP UK team. • Lead on stewardship of events-focused audiences, building a long-term, diversified support base. 	15%
4.	<p>Contribute and support global and UK team:</p> <ul style="list-style-type: none"> • Contribute to global projects and strategies through the global fundraising team. • Contribute to the development of global strategic initiatives, including developing major donor relationships in other RTP supporter countries. 	10%

	<ul style="list-style-type: none"> Support the work of the wider Right To Play UK team, focussing on shared team goals. 	
5.	<p>Performs other duties as assigned.</p> <ul style="list-style-type: none"> Undertake any other activities reasonably requested by the Executive Director. 	5%

III. MINIMUM QUALIFICATIONS (Must have):

(A) EDUCATION/TRAINING/CERTIFICATION:

- Undergraduate degree from a relevant university program or equivalent work experience

(B) EXPERIENCE:

- 5-year's relevant experience including working within a senior fundraising role, working on fundraising strategy and successful campaigns.
- Experience in managing relationships with a range of major donors.
- Experience developing and securing high value relationships and gifts.
- Experience developing/approving reports and proposals for major donors and/or tailoring to a UK audience.
- Experience representing an organisation with senior stakeholders.
- Experience managing a varied workload and balancing conflicting priorities.

(C) COMPETENCIES / PERSONAL ATTRIBUTES:

- Excellent interpersonal skills and the ability to deal sensitively and diplomatically with a variety of people, both internally and externally.
- Excellent organisational and time management skills with the ability to manage a varied workload.
- Ability to think creatively and assess effective approaches with different audiences.
- Ability to work flexibly and collaboratively in a team with enthusiasm and commitment.
- Willingness and ability to work additional hours as required at events and business meetings (with TOIL provided).
- Understanding of and commitment to the aims and values of Right To Play.

(D) TECHNICAL SKILLS:

- Excellent networking skills
- Highly developed interpersonal skills, with demonstrable experience in negotiating and influencing.
- High attention to detail for writing professional external communications.

(E) SECTOR SPECIFIC KNOWLEDGE:

- Understanding of and commitment to the aims and values of Right To Play.
- Demonstrable experience working within a senior fundraising role and more specifically working successfully with mid and major donors, in line with the requirements of this role.

(F) LANGUAGES:

- Excellent written and spoken English.

IV. DESIRED QUALIFICATIONS (An Asset):

- Understanding of International Development issues and context.
- Understanding of UK charity fundraising regulations and Data Protection legislation.
- Experience of working in a global organisation.

V. ADDITIONAL JOB RELATED CONDITIONS:

The vast majority of work will take place in London, Right To Play UKNO Office. However, the role may require select travel to other parts of the country or global country programmes, in order to support key initiatives. Occasional evening and weekend activity for donor events and meetings, is expected.