

Recruitment pack



Senior Philanthropy & Partnerships Manager

Closing date: 20 September 2026



**Target
Ovarian
Cancer**

What you need to know about the role

Job title:	Senior Philanthropy & Partnerships Manager
Contract type:	Permanent
Salary:	£50,000 – £55,000
Reports to:	Head of Philanthropy & Partnerships
Location:	10-18 Union Street, London, SE1 1SZ We currently operate a flexible hybrid-working model which does not require colleagues to spend a set number of days in the office, but you are expected to travel to the office when required for your role.
Hours:	Full-time, 35 hours per week, Monday to Friday. The charity has a core hours policy with core hours of 10am – 4pm and flexibility around remaining hours.



About Target Ovarian Cancer

At Target Ovarian Cancer, we target what's important to stop ovarian cancer devastating lives.

We give trusted information, to help people ask questions and make decisions that are right for them. We connect people with shared experiences, and we support families every step of the way.

We stand together as a powerful community for everyone facing ovarian cancer across the UK, sharing stories and raising voices, to make sure that ovarian cancer becomes a health priority.

We know that early diagnosis saves lives, so we work closely with GPs who are at the heart of this, to help them diagnose ovarian cancer faster and earlier – giving everyone the best chance of living.

And our investment in research to find new, better and more targeted treatments means that everyone can live with hope for their future.

We're fighting for a world where everyone with ovarian cancer lives, and we're targeting what's important – symptoms awareness, early diagnosis, better treatments and support for all.



Our values

Learn about the values we expect from ourselves and each other, at every level of the organisation, every day.



Supportive

Working together to be there for women with ovarian cancer and their families.



Expert

Bringing together the knowledge, skills and experience to succeed.



Pioneering

Constantly pushing boundaries, innovating and working to be the very best we can be.



Empowering

Helping people to achieve their goals.



Passionate

Women with ovarian cancer are at the heart of everything we do.



Impactful

Delivering the changes that women with ovarian cancer and their families need.



My favourite thing about working at Target Ovarian Cancer is definitely the people – it's an absolute pleasure to be part of such a passionate and dedicated team who are super friendly and fun to work with!"

– **Helen, Head of Public Fundraising**



Specific responsibilities

About this role

As Senior Philanthropy & Partnerships Manager you will be responsible for securing significant new income opportunities while delivering exceptional stewardship to a portfolio of high-value supporters. Working across acquisition, retention and uplift, you will develop compelling funding propositions, manage strategic donor relationships, and identify innovative opportunities to maximise long-term support for Target Ovarian Cancer's work. You will also line manage two Philanthropy & Partnerships Managers, coaching them to deliver high-quality account management.

SPECIFIC RESPONSIBILITIES

New business & growth

- Develop and implement strategies to secure significant new income from major donors, trusts and foundations, and strategic funding partners and to retain and uplift existing supporters.
- Proactively identify, research, qualify and cultivate prospective supporters capable of making five and six-figure gifts+.
- Build and manage a robust pipeline of opportunities, ensuring consistent movement through the donor journey.
- Create and deliver tailored cultivation plans to engage prospective supporters and deliver exceptional stewardship and engagement experiences that strengthen relationships and improve retention rates.
- Collaborate with senior leaders, trustees and ambassadors to maximise fundraising opportunities and introductions.
- Collaborate with the Philanthropy & Partnerships Programme Manager to devise compelling engagement events and strategies for them to deliver that are tailored to priority audiences and segments.
- Analyse portfolio performance and identify opportunities to increase donor value and lifetime support.

Relationship management

- Manage a portfolio of high-value major donors, trusts and foundations and prospects, delivering excellent stewardship and relationship management to grow income.
- Develop meaningful and personalised engagement plans that deepen supporter commitment and encourage long-term giving.



Specific responsibilities

- Conduct face-to-face and virtual meetings with donors and prospects to cultivate, solicit and steward support.
- Ensure supporters receive timely, impactful reporting and recognition that demonstrate the difference their contributions make.
- Identify opportunities to upgrade, cross-sell and deepen engagement across the portfolio.

Proposal development

- Lead the development of compelling, tailored proposals, funding applications, cases for support and presentations, translating complex programmes into persuasive assets.
- Work with the Philanthropy & Partnerships Programme Manager to produce high-quality reports, impact updates and communications that meet funder requirements and inspire continued support.
- Choreograph senior colleagues to solicit gifts and make the ask personally when appropriate.

Line management

- Line manage the Philanthropy Manager and Philanthropy Programme Manager, coaching them to deliver high-quality relationships and account management.

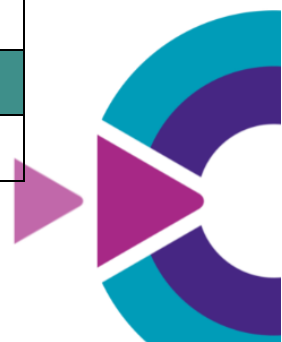
Planning, performance and compliance

- Maintain accurate records and reporting through the CRM system.
- Monitor progress against income targets, KPIs and pipeline objectives.
- Prepare forecasts, reports and performance updates for senior management.
- Ensure all activity complies with fundraising regulations, GDPR and organisational policies.
- Contribute to departmental planning, budgeting and strategic development.



Person specification

The best person for this role will have experience of:	Essential	Desirable
Proven track record of securing significant income from major donors	X	
Proven track record of securing significant income from trusts & foundations		X
Demonstrable success in generating new business and building prospect pipelines	X	
Proven ability to retain and grow supporter relationships through quality account management, resulting in increased income and engagement	X	
Experience developing compelling funding proposals and grant applications	X	
The best person for this role will have the skills to:	Essential	Desirable
Manage competing priorities in a fast-paced environment	X	
Build relationships and influence at all levels	X	
Write high quality, compelling pitches, proposals, reports and stewardship communications	X	
Think strategically, analyse information and join the dots, using insight to inform plans	X	
Maintain a high level of attention to detail and accuracy	X	
The best person for this the best role will be (behaviours):	Essential	Desirable
Collaborative and supportive	X	
Creative and entrepreneurial mindset	X	
Credible and confident representing the organisation externally	X	
Committed to delivering high-quality work and an outstanding supporter experience	X	
The best person for this role will be qualified in:		
No specific qualifications required		



Benefits



Holidays

Staff start with 25 days' annual leave entitlement, rising to 27 days after one year's service and 30 days after two years' service and also receive statutory public holidays. This is pro- rated for part time staff.



Employee assistance programme

All members of staff, their partners and any dependants between the ages of 16 & 24 in full time education, have access to a free and anonymous service providing information, expert advice and specialist counselling to deal with a wide range of issues staff may encounter in their personal or work lives.



Health Service Discounts

All Target Ovarian Cancer staff are eligible to sign up to the NHS Health Service Discounts website as healthcare-related charity staff and receive discounts on shopping, insurance, mobiles, and more!



Volunteering

All staff are encouraged to volunteer at Target Ovarian Cancer events at least twice a year. Time off in lieu is given for these volunteering times when staff volunteer out of working hours.



Pension

5 per cent employer contribution.

Meet the team



I was made to feel so welcome by everyone at Target Ovarian Cancer from my very first day, and that support has definitely continued. The hybrid working model works well, but there are still plenty of great opportunities for us all to meet in person. Everyone has a really strong understanding and passion for our work and what we're here to achieve, and it's fantastic to be a part of that."

- Sinead, Events Fundraising Manager



Benefits



Interest-free season ticket loan

Allowing staff to spread the cost of annual public travel to and from the office over a set period of time.



Childcare vouchers

Available to those already on the childcare voucher scheme.



Buddy system

All new starters are allocated a buddy to help welcome them into the charity and support them in settling in.



Hybrid working

Our hybrid working policy means staff may usually work from their home or remote location, and are expected to attend meetings and pay for their own travel to the office in Angel, London when required.



Social committee

Target Ovarian Cancer's social committee organises fun social events creating a sense of togetherness and wellbeing among our valued staff.



Flexible working

Our standard full-time working week is 35 hours. We make every effort to support flexible working requests where possible (we respect people's different working preferences and the need for a healthy work-life balance).

Equal opportunities

Target Ovarian Cancer is committed to the promotion of equal opportunity and does not discriminate against employees for job applications on the basis of race, sexual orientation, religion, colour, sex, age, national origin, disability or any other status or condition protected by applicable law. This policy extends to but is not limited to recruitment, selection, remuneration, benefits, promotion, training, transfer and termination.



How to apply

To apply, please submit a CV and cover letter to jobs@targetovariancancer.org.uk.

Please also complete this [equalities monitoring form](#) and send to equalities@targetovariancancer.org.uk.

Please submit your application by 23:59 on 20 September.

If you would like to receive a paper copy of the recruitment pack, please call 0207 923 5470 or email jobs@targetovariancancer.org.uk with the address you would like us to post it to.

We want to make our recruitment accessible to all, if there is a way we can support you in your application, please contact us at jobs@targetovariancancer.org.uk.

Target Ovarian Cancer is a company limited by guarantee, registered in England and Wales (No. 6619981).

Registered office: 10-18 Union Street, London, SE1 1SZ. Registered charity numbers 1125038 (England and Wales) and SC042920 (Scotland).

Find out more



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