

Head of Fundraising

Royal National Orthopaedic Hospital Charity

£55,000–£60,000 | Full-time, hybrid | Stanmore & Central London

Every day at RNOH, lives get rebuilt; staff at the hospital treat spinal cord injuries, bone cancer, and carry out complex joint reconstruction. We are the UK's leading specialist orthopaedic hospital, and our charity exists to fund the equipment, research, and rehabilitation that push patient care beyond what the NHS alone can offer.

Now we're looking for a Head of Fundraising who wants to build something, not just manage it.

Why now

Having recently completed a full fundraising review, the groundwork is now laid for future income growth. We have mapped donor journeys and embedded KPI and ROI reporting across the team. What's missing is someone to take the baton and run.

You'll join as a major campaign is moving toward launch, backed by a completed feasibility study and serious clinical sponsorship, plus an ongoing capital appeal for the hospital's Mako robotic arm. This isn't a blank page; it's a campaign ready to be brought to life by the right person.

What we're looking for

Someone who genuinely loves philanthropy fundraising, who's energised by building relationships with major donors, not just managing a team that does. Strategic enough to shape where the charity goes next; hands-on enough to be in the room making the ask.

You'll lead a small team of four, working closely with the CEO as part of the Senior Management Team, and operate in a genuinely collaborative partnership with the hospital. You'll be comfortable navigating complex internal stakeholder relationships, influencing senior colleagues, and resilience and an entrepreneurial instinct will go a long way.

What you'll need

- A track record of personally securing major gifts and building long-term donor relationships
- Experience developing (not just delivering) a fundraising strategy, ideally in a small team
- A good working understanding of digital and data-led fundraising; you don't need to be the expert, just know what good looks like
- Resilience, tenacity, and the appetite to spot and chase opportunities rather than wait for permission

Benefits include

- 33 days' annual leave, including eight bank holidays
- Nest pension scheme 5% employer and 5% employee
- Reduced gym membership (on-site gym and swimming pool)
- Subsidised staff restaurant
- Occupational health. Assessment of eligibility for in-house physiotherapy
- Free of charge shuttlebus service between the hospital and Stanmore Underground station for both staff
- Free parking on-site

How to apply

Charity People are managing this search on behalf of RNOH Charity.

In the first instance, please send your CV to Philippa at Charity People. If your profile matches what we're looking for, we'll be in touch with the full candidate pack and lots more details.

Formal application is via CV and a short supporting statement (answering three questions outlined in the candidate pack, not a cover letter) to philippa@charitypeople.co.uk by midday, Monday 10 August 2026.

Key dates:

Closing date: midday, Monday 10 August

First interviews: w/c 17 August (online)

Final interviews: w/c 24 August (in person)

We want you to have every opportunity to demonstrate your skills, ability, and potential. Please inform us if you require any assistance or adjustment to help ensure the application process works for you.

Charity People is a forward thinking, inclusive organisation that actively and deliberately promotes equity, diversity and inclusion. We know organisations thrive when inclusion is at the forefront. We evidence our commitment by matching charity needs with the skills and experience of candidates irrespective of background e.g. age, disability (including hidden disabilities), gender, gender identity or gender reassignment, marriage and civil partnership, pregnancy and maternity, race, religion or belief, or sexual orientation. We do this because we believe that greater diversity leads to greater results for the charities we work with.