Head of Fundraising
£55,000–£60,000
Full-time
Hybrid, 2 - 3 days a week in North and Central London

Help fund the future of orthopaedic care.

The Royal National Orthopaedic Hospital is the UK's leading specialist orthopaedic hospital. Its teams rebuild lives after spinal injury, bone cancer, amputation and complex joint failure, for children, adults and war veterans. RNOH Charity pays for what the NHS can't: cutting-edge kit, research, rehabilitation and better spaces for patients and staff. It has given more than £5.5 million in grants in six years.

Now we want to grow. Income has been around £1m a year, and we're aiming for £1.5m and beyond. A major veterans' healthcare campaign is about to launch and we have more ambitious plans ahead linked to children's healthcare, cancer, spinal cord injuries and therapeutic outdoor spaces.

The groundwork is done. We've completed a full fundraising review, mapped donor journeys, and built KPI and ROI reporting into the team. Your job is to take it to the next level.

This is a hands-on role. You'll set the strategy, and you'll also be in the room with donors, making the ask. You'll lead major gifts alongside the Chief Executive, write cases for support that make people want to give, build our legacy offer and lead a small, capable team of four. As part of the Senior Management Team, you'll help shape where the charity goes next.

You'll bring:

- Experience of driving growth in unrestricted fundraising income
- Proven experience of leading, developing and motivating an existing fundraising team

- A track record of personally securing major gifts and building long-term donor relationships
- Experience of writing and delivering a fundraising strategy, ideally in a small team
- A real love of relationship fundraising and confidence asking for big gifts
- Comfort using data and CRM to drive results
- The drive to spot opportunities and act on them without waiting to be asked

NHS, health or medical research experience, or legacy fundraising, would be a bonus but isn't essential.

If you want to see exactly where your work goes, this role is for you. Every gift you secure goes straight into world-class care.

To apply:

Send your CV and a supporting statement answering the three questions in the candidate pack to Philippa Randle at Charity People: philippa@charitypeople.co.uk / 07563 030588. Get in touch for a confidential chat, or if you need any adjustments to the process.

Key dates:

• **Closing Date:** midday Wednesday 18 November 2026
• **First round interviews:** w/c 23 November 2026 (online)
• **Final interviews:** w/c 30 November (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.