THE CIRCLE

GLOBAL FEMINISM IN SOLIDARITY AND ACTION.

Head of Philanthropy and Partnerships

Job Title:	Head of Philanthropy and Partnerships
Reporting To:	CEO
Line Reports	Philanthropy and Partnerships Manager
Location:	Home based (UK), but within one hour's commute to London weekly for meetings and events.
Hours:	Ideally 4-5 days/week with flexible working options available
Salary:	£55,000-£60,000 (dependent on experience)
Duration:	2 years, with view to extend to permanent

About The Circle

The Circle NGO is a unique and dynamic organisation which brings global feminists together to fight for the safety and equality of marginalised and vulnerable women around the world.

Founded by singer-songwriter and activist, Annie Lennox and other leading women, The Circle is a space for creative ideas, connections and the opportunity to make change. From small beginnings in 2008, we have grown into an independent network of women and allies from all walks of life who are bonded by the desire to live in a world where women and girls have equal rights and equal opportunities.

Our vision is a future where there is safety for all women and girls.

Our mission is to support the ending of violence and the dismantling of economic barriers for the most marginalised and vulnerable women around the world by building a global feminist network of changemakers who deliver frontline services, fund, advocate and amplify.

Job Purpose

This is an exciting time to join The Circle. The organisation is delivering a new 3-year strategic plan and is looking for an ambitious, experienced and innovative Head of Philanthropy and Partnerships who can join our small but mighty team and help take the organisation to the next level and reach ambitious fundraising targets. There is a focus on high-value income streams with opportunities and connections to grow across major donors, corporates, trusts & foundations, and special events.

You will understand how a charitable organisation with different income streams works, have a passion for global women's rights and most importantly, deliver the right combination of high-level strategic insight, whilst being hands-on and propositional to drive our growth.

Existing funders include a mix of trusts and foundations, HNWIs and corporate partners (including The Body Shop, L'Oréal Foundation, Universal Music, Live Nation and more). Current income is just under £1m and there is significant potential for growth, particularly with HNWI audiences, alongside sectors such as the music industry and beauty brands.

We are a small, friendly, dynamic team and are looking for a colleague with energy and the ability to build warm, long-lasting relationships with our partners and supporters focusing on new business activity to support our ambitious plans.

3-Year Strategy



2024-25 Impact Report



About the role:

The Head of Philanthropy and Partnerships will deliver on income and our fundraising strategy, while playing a key role in the senior leadership team (SLT) and providing management support to the Philanthropy and Partnerships Manager.

Your focus will be driving income and donor engagement via major donors, corporates and special events and initiatives.

About the role (continued):

Key responsibilities include:

- Act as a key member of SLT, reporting to the CEO and working closely with associated peers to deliver and achieve the organisational and fundraising strategy

- Lead The Circle's major gift fundraising, with a focus on HNWI, philanthropy advisors, corporate partnerships and trusts & foundations

- Build a sustainable pipeline of income together with the Philanthropy and Partnerships Manager

- Drive new business activity - identifying opportunities for partnership/support from a variety of high value sources

- Develop new cases for support, building on existing propositions such as A Living Wage for Garment Workers and Promoting Access to Justice for Survivors of Violence, together with relevant colleagues

- Identify opportunities for special events/initiatives which could also act as cultivation events for new supporters or one-off large-scale fundraisers with high ROI.

About you:

Essential

- You are an experienced fundraiser with a proven ability to build, steward and grow long-term relationships with high-net-worth individuals, corporate partners, trusts and foundations, resulting in sustained income and strategic partnerships.

- You have a personal track record of securing and managing five/six-figure plus gifts and partnerships with demonstrable evidence of meeting or exceeding income targets.

- You have demonstrable expertise in delivering high-quality fundraising and special events, including stewardship events for donors and partners.

- You have experience developing and delivering fundraising strategies and pipelines that generate sustainable income growth across multiple revenue streams.

- You have demonstrable experience and confidence in building relationships, working with high profile supporters and stewarding key donors, being confident to be a senior figure in spaces.

- You are confident and engaging when cultivating donors, creating a trust-based culture of giving

- You have strong written communication skills, including experience of developing fundraising propositions, partnership proposals, pitch materials, reports and impact communications.

- You understand and can clearly articulate women's rights issues and trends including The Circle's vision, mission and values and present The Circle's work with authority.

- You have up to date knowledge of fundraising regulation, compliance and GDPR, and its implications for fundraising policy and practise. Experience of using a CRM database.

- You are a strategic, creative doer who strikes the balance between leadership, tactics and being hands-on as required; demonstrable ability to take the initiative with opportunities and drive activity. The Circle is a small organisation, and the team work remotely

About you (continued):

- You have experience with budgeting and strategic planning.
- You have knowledge of partnership agreements and due diligence processes

Desirable

- You have a background/education in international development and/or women's rights.
- You have experience of using Beacon CRM.
- You have an understanding of the entertainment world with events/special initiatives expertise desirable
- You have experience working with high-profile ambassadors, talent, influencers or public figures.

Personal Characteristics

- You are resilient and comfortable working towards ambitious targets.
- You are self-motivated, have entrepreneurial and creative approach with demonstrable ability to take initiative and drive activity.
- You are organised and able to plan and prioritise to meet multiple deadlines in an often fast-paced environment.
- A team player who enjoys working collaboratively and flexibly to achieve outcomes.
- You are comfortable with being hands-on and being self-sufficient with administrative and logistical tasks
- Keen to add value to the organisation's feminist culture and ethos.

How to Apply

If you are a good fit for this role, please contact us at jobs@thecircle.ngo with your CV and cover letter (no more than 2 pages), explaining why you are the best candidate for this position and meet the criteria. The deadline for applications is 23:59 GMT Sunday 8th November 2026.

1st Round Interviews: 19th November
2nd Round Interviews: 25th and 26th November

We encourage individuals with relevant skills and experience to apply for roles regardless of age, disability, gender, sexual orientation, pregnancy and maternity, race, religion or belief. If you think you meet some of the criteria for a role and would like to discuss how your other experience might transfer, please ask us for a chat. We're here to support you. Appointments will be made on merit alone and we will gladly make reasonable adjustments to always ensure a fair process.

We understand that using AI is common practice in job applications but would prefer to hear your authentic voice. Please complete your application using your own words rather than AI-generated responses, as this helps us better understand your suitability for the role.