

Role Profile – May 2026

Role	Philanthropy Officer	Location	Home-based, UK, Nationwide. Regular travel to London office and donor meetings nationally as required.
Accountable for	n/a	Accountable to	Philanthropy Manager
Core Anchor Level	Deliver	Travel	Regular travel to London office and donor meetings nationally as required.
DBS check	No	Salary Grade	Circa £31,700 per annum (inner London weighting £3,950 per annum/pro rata or outer London weighting £2,457 per annum/pro rata may be applied in accordance with where you live) Grade: D
Contract Type	Permanent	Hours	35 hours per week

Overall purpose and impact

This new role will play a key part in delivering the Stroke Association’s plans to grow voluntary income, ensuring that everyone affected by stroke can access the support they need to rebuild their lives.

We are seeking a motivated and confident fundraiser to help expand our philanthropy programme, with a particular focus on cultivating and stewarding lower-level major donors. As part of our High Value Engagement (HVE) Team you will manage and grow a portfolio of supporters, many of whom have been personally impacted by stroke.

You will build strong, authentic relationships through thoughtful stewardship, engaging meetings, and compelling written updates and appeals. Working closely with a welcoming and collaborative team, you will identify new prospects, nurture loyal donors, and secure vital income to power the Stroke Association’s work across the UK.

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This is an exciting opportunity to shape a new role, contribute fresh ideas, and help us reach even more people affected by stroke.	
Responsibilities	Measured through delivery of
Raise income in line with agreed personal and team fundraising targets.	Annual objectives
Maintain and develop existing relationships with major donors, collaborating with staff across the organisation to support stewardship/reporting as required.	Annual objectives
Identify new funding prospects and undertake research to inform/guide effective engagement. Work in partnership with internal colleagues to develop and prepare bespoke funding asks and updates.	Annual objectives
Write and distribute regular updates and asks (three times a year) using innovative and engaging content to deepen, maintain and grow relationships.	
Support the High Value Engagement Team with events from planning to hosting guests.	Annual objectives
Create and maintain excellent internal relationships across a wide variety of departments, including Support services, Research, Finance and Knowledge and Insight	
Network externally to gather insight and enhance the reputation of our organisation among donors and peers.	Annual objectives; 360 feedback
Record financial and other data relating to major donors on our supporter database, in line with GDPR guidelines.	Annual objectives
To ensure that you manage and develop your own performance.	Annual objectives
To follow the Stroke Association's policies and procedures.	Annual objectives

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Person Specification
A passion for the cause.
Knowledge of major donor fundraising for a charitable organisation or equivalent.
Experience of building and developing effective relationships in a professional setting.
Excellent standard of written English with evidence of ability to produce clear, compelling and concise copy (applications, reports, presentations, etc) that is on brand and suitable for audiences with divergent requirements.
Ability to review and analyse donor requirements and match them to internal priorities/projects.
Experience of prospect research to identify new funding opportunities.
Ability to work collaboratively with team members and colleagues from across the organisation, deploying excellent relationship building skills and the ability to negotiate and influence.
Drive, enthusiasm and proven ability to deliver or exceed targets.
Experience of using technology and IT systems, including Microsoft Office and (fundraising) databases.
Ability to communicate effectively face to face, in writing, by email and on the telephone.
Ability to organise and prioritise own workload, cope with pressures and work to strict deadlines, whilst maintaining accuracy and meticulous attention to detail.
Ability to work without direct supervision and use initiative.
Ability to demonstrate an understanding and commitment to our corporate values.
To be committed to the principles of equal opportunity and diversity.