

Head of Fundraising and Partnerships

Overview

This is a unique opportunity to join a mission-driven organisation that brings together a powerful network of over 250 member organisations working to end avoidable sight loss worldwide. As the Head of Fundraising and Partnerships, you'll play a key role in supporting IAPB's global advocacy, campaigns, and knowledge workstreams by building strategic partnerships to secure new philanthropic income streams.

"We have significantly increased our income, reach and impact over the last 5 years – and we have big plans to continue to accelerate action to end avoidable sight loss by 2030. As our new Head of Fundraising and Partnerships your experience, expertise and relationship building approach will be key to us achieving our income goals."

Nick Parker Director of Development and Operations, IAPB.

This is an exciting opportunity to shape and lead a global philanthropic campaign. You'll work closely with IAPB's member organisations to identify and deliver joint funding opportunities, while cultivating high-value relationships with institutional funders and high net worth individuals. Your work will directly support IAPB's strategic priorities and help drive meaningful change in global eye health.

Key Responsibilities:

- Lead the strategy and delivery of new philanthropic income streams to support our core work.
- Develop and launch a new global fundraising campaign, to reach new donors and supporters.
- Undertake the research needed to identify potential donors, networks and synergies to our work and that of our members.
- Develop strong and impactful cases of support and funding applications.
- Build effective partnerships with IAPB member organisations to unlock joint funding opportunities.
- Cultivate and steward high-value relationships with institutional funders and high net worth individuals.

Top 3 priorities for the first 6 months

- Develop and launch a new global fundraising campaign.
- Build effective partnerships with IAPB member organisations to unlock new joint funding opportunities to support our regional and global activities.
- Review and update our cases for support, prospect identification and cultivation approaches.

About You

We're looking for a visionary and experienced fundraiser who can:

- Demonstrate a strong track record of securing major gifts from Trusts, Foundations or other sources.
- Build and maintain trusted strategic relationships with internal and external stakeholders.
- Communicate with clarity and impact, both in writing and in person.
- Navigate complex organisational relationships and manage multiple priorities with professionalism.

What's on Offer

- The opportunity to lead a new global philanthropic campaign.
- A flexible, inclusive, and collaborative global working culture.
- Access to networks and resources that support your personal and professional wellbeing.

Package and Benefits

- Permanent, full-time
- Salary: £65,000 – £75,000 per annum
- Location: UK (with London HQ)
- Flexible working
- Generous holiday entitlement and benefits package (30 days annual leave)
- Opportunity to travel overseas for key international events
- Interviews scheduled for 24th and 25th July

To apply

Please apply with a CV and cover letter explaining how your experience meets the requirements of the role to hr@iapb.org.