
Head of Philanthropy – Advert

The **Head of Philanthropy** will be the driving force behind the Scottish Rugby Foundation's global fundraising ambitions. You'll shape the vision, build powerful relationships with major donors, and inspire investment that helps grow and protect rugby at every level across Scotland. This role suits someone who lights up when connecting with people, thrives on creating meaningful impact, and is energised by the challenge of building something ambitious and long-lasting.

What You'll Do

You'll lead our philanthropic activity with confidence and purpose, turning big ideas into real outcomes. Your key responsibilities include:

- **Develop and deliver a bold philanthropic strategy** that positions the Foundation as a credible, compelling and globally recognised investment destination.
 - **Grow and steward a portfolio of major donors**, strengthening long-term relationships through thoughtful engagement and outstanding communication.
 - **Oversee governance, reporting and donor insights**, ensuring transparency, trust and clear evidence of impact.
 - **Represent the Foundation at high-profile events**, both in Scotland and internationally, building networks and amplifying our story.
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What You'll Bring

This role calls for a mix of emotional intelligence, strategic thinking, the confidence to lead at a senior level and experience in philanthropy, fundraising, or major gift programmes. You'll shine here if you're someone who:

Builds trust with ease

You can walk into a room—whether it's a board meeting or a donor dinner—and connect with people quickly and authentically. You listen well, communicate with clarity, and create relationships that last.

Thinks strategically and acts decisively

You see the bigger picture and can translate ambition into a practical plan. You're comfortable setting direction, making informed decisions, and influencing senior stakeholders.

Tells powerful stories

You know how to bring a cause to life. You can explain complex ideas simply, craft messages that resonate emotionally, and inspire people to invest in something bigger than themselves.

Operates with integrity and professionalism

People trust you because you're transparent, reliable, and values-led. You understand the importance of good governance and careful stewardship.

Uses insight to drive results

You're curious about data, trends and donor motivations. You use insight to shape decisions, strengthen engagement and improve outcomes.
