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## Head of Strategic Partnerships, UK

**Location:** London (hybrid / regular in-person preferred)

**Commitment:** Full-time

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### About the Role

GivenGain brings together the people and organisations driving generosity – from donors and fundraisers to causes, events, businesses, and cultural voices. With leading-edge tech and a nonprofit mission, we make giving easy, trusted, and global. As a nonprofit ourselves, we're driven by purpose, not profit, and have been shaping the world of giving for over two decades.

We are looking for a bold, relationship-driven leader to take on a flagship role in the UK: building our presence, deepening our impact, and unlocking new opportunities across the UK and Europe. As **Head of Strategic Partnerships UK**, you'll be our lead operator in the region – a trusted partner to major events, charities, brands, and thought leaders.

This is not a traditional sales or partnerships role. We're looking for a forward-thinking builder – someone who sees the big picture, thrives on connecting people and ideas, and wants to help shape the future of technology and giving. A natural storyteller with soft power and strategic vision. Someone who wants to become a recognised leader in the fundraising tech space and carry a sense of purpose with every conversation.

This is one of the most exciting roles in the social impact sector today.

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### What You'll Do

- Lead GivenGain's UK presence and strategy — positioning us at the heart of tech, philanthropy, and major events
- Source, own and grow high-impact relationships with charity partners, mass participation events, corporate brands, agencies, and content creators

- Develop and execute long-term partnership strategies that drive fundraising success, visibility, and community engagement
  - Represent GivenGain in meetings, public forums, industry events, and media opportunities across the UK and Europe
  - Work closely with our Global Marketing, Success, and Tech teams to co-create campaigns and activations that deliver real-world results
  - Help shape and localise our messaging for UK audiences — staying culturally relevant and ahead of trends
  - Travel as needed to connect with partners, attend key events, and support global team gatherings
  - Play a key role in building a local team over time as the UK presence grows
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## Who You Are

- A senior-level relationship builder with deep UK industry knowledge and networks
- Polished communicator and natural connector — charismatic without the hard sell
- Strategic and creative — comfortable navigating ambiguity and spotting opportunities before they're obvious
- A team-first leader and culture builder — someone who energises others and lifts the room
- Entrepreneurial and forward-focused — excited by innovation, inspired by purpose, and hungry to grow something meaningful
- Based in or near London, with a willingness to travel nationally and occasionally internationally

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## Why Join GivenGain?

- Be at the intersection of tech and social impact — helping raise millions for causes that matter
- Join an international team driven by purpose, trust, autonomy, and ambition
- Shape the future of a platform already used by some of the world's most iconic events and charities
- Help define the UK's strategic direction and become a public voice for purpose-driven innovation

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## Benefits

- Flexible hybrid work model with a strong London base — regular in-person time to build relationships and culture
- 12 additional leave days annually to volunteer for charity
- Regular get-togethers with our global team across Europe, the US and South Africa
- Competitive compensation and long-term growth opportunities

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**Remuneration:** Very competitive

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