



Charity People
PERMANENT AND TEMPORARY



Certified
B
Corporation

Head of Fundraising

July 2025

the
migraine
trust

Introduction

As we get ready to celebrate our 60th Anniversary, this is an exciting time for a passionate and inspirational Head of Fundraising to be joining The Migraine Trust.

Founded in 1965 we're there for the 10m people who live with migraine, at every step of their journey. I'm proud of our amazing team, who offer expert personal support, improve public knowledge and campaign for change. We truly believe in our vision of 'a world where migraine doesn't stop anyone from living the life they want'.

We want someone with real energy and passion to take fundraising to the next level, someone with a 'go to' and positive mindset. Someone who wants to see real change through their work, and a desire to develop and build a successful Fundraising Team

If that's you – then please get in touch. We look forward to hearing from you and thank you for your interest in working for us.

Rob Music
CEO





About Us

The Migraine Trust is dedicated to helping people affected by migraine. We are the only UK migraine charity providing information and support, campaigning for awareness and change, and funding and promoting research.

One in seven people in the UK live with migraine, and this complex and debilitating neurological disorder significantly affects their lives. We have been leading and bringing the migraine community together to change this since 1965.

Every year we support millions of people through our website and support services on all aspects of migraine and for help in managing it at work, in education, and in accessing healthcare.

We campaign for increased awareness and understanding of migraine, and national policy change to improve the lives of people who get it. We have funded over 140 medical research projects and hold an international symposium every two years to bring together the world's leading experts on migraine.

Our vision

A world where migraine doesn't stop anyone from living the life they want.

Our mission

Everyone with migraine deserves the best possible care and treatment and support. We invest in research, campaign for long term improvements and address the stigma and misunderstanding that currently exists. No one with migraine should feel alone and we are here at every step.

Our organisational values

All of our decisions and actions are guided by our values:

- People first: The needs of those we work with are central to everything we do
- Evidenced: Every decision we make is evidence based and supports the change we need
- Ambitious: We strive to achieve more than we could imagine
- Collaborative: By working together we can achieve so much more
- Empowering: We build confidence to achieve positive change

The Role

Job Title: Head of Fundraising

Hours: 35 hours per week

Salary: Circa £52k

Location: The location of this role is hybrid working currently with a requirement of 1 day a week in the London office (or more depending on personal preference), or adaptable to homebased depending on home location with a requirement of 1 day a month for an SLT meeting. The charity is very happy to have a conversation around the flexible needs of candidates.

Responsible to: Chief Executive

Responsible for: Three staff plus one consultant



Role Purpose

The Head of Fundraising is a member of The Migraine Trust's Senior Leadership Team (SLT), reporting to the Chief Executive and directly responsible for all aspects of raising funds to support the charity's strategic objectives.

The postholder will be a leader who will support and inspire their team to be the best they can be. Along with a general understanding of the key fundraising disciplines, we are looking for someone with a particular skillset in raising funds from business, someone who is entrepreneurial, creative and a go-getter. We want someone who is excited by the positive impact they can make on the lives of people living with migraine if we increase funding, and awareness of migraine and the charity.

This is a proactive and hands-on leadership role, combining strategy development with day-to-day delivery. The postholder will lead, coach and inspire a small team to grow income from a diverse mix of income streams, while playing an active role in building relationships, securing gifts, and delivering key partnerships. With significant momentum in fundraising over the previous year, we are looking for someone who is excited to build on this progress and help take the charity's income to the next level. We are particularly seeking someone with strong experience in corporate fundraising and major donor development, who is creative and collaborative.





Key responsibilities

- Lead and develop a fundraising team, providing inspiration, support and guidance to enable it to reach its full potential.
- Develop and deliver the fundraising strategy to ensure a diverse range of income generation within agreed expenditure.
- Take a hands-on role in identifying, cultivating and stewarding corporate partnerships and major donors, including donations, sponsorship and on-pack opportunities
- Grow the existing pipeline of non-pharmaceutical corporate prospects, building and managing relationships with existing companies and major donors to secure income growth.
- Agree, monitor and meet targets and provide quarterly reforecasting and trustee reports on income generation activity.
- Champion further developments and best practice use of Beacon CRM to support fundraising activity and insight.
- Collaborate with the Communications and Support Services teams to create compelling cases for support and deliver strong supporter journeys. As a member of the Senior Leadership Team, attend monthly meetings in London and Team Connection days three times a year (2 days per meetup)
- Ensure all fundraising activity is compliant with GDPR, charity law and the Code of Fundraising Practice.
- The candidate will ultimately be responsible for the success of The Migraine Trust's fundraising team and therefore should be able to demonstrate knowledge of charity law and GDPR, champion, the charity's values, act with transparency, honesty and impartiality and develop a culture of support within the charity

Person Specification

Essential knowledge and experience

- Experience in managing people and teams successfully
- Proven experience of developing corporate fundraising partnerships
- Experience and understanding of successful trusts and foundation fundraising
- An understanding of the range of income generation opportunities via individual giving
- An understanding of a broad range of other fundraising disciplines
- Experience of carrying out prospect research
- Experience of successfully pitching to organisations
- Experience of providing excellent supporter care
- Experience of working with and presenting financial information
- Computer literate with the capability of using Microsoft Office applications
- Confident at working remotely
- Knowledge of knowledge of charity law, fundraising code of practice and GDPR

Essential skills

- Ability to build strong relationships within the team, trustees and funders
- Experience in the development of major donor income.
- Enthusiastic, creative and self-motivated with good time management skills
- Inspiring and engaging communications skills
- Confident and competent at approaching new business prospects on the telephone, face-to-face and in writing
- Confident networker
- Ability to understand and maintain confidentiality
- Ability to recognise what motivates a supporter to ensure they have a meaningful relationship with The Migraine Trust



Benefits

Holiday

We offer 25 days holiday a year (pro-rata, excluding bank holidays), which increases for each year of service up to a maximum of 30 days. Additionally, the office closes between Christmas and New Year and we give an extra day off on your birthday.

Pension and Death in Service

After 3 months, we will auto-enrol you in our workplace pension and will contribute 8% of your salary subject to you contributing an amount equal to at least 4%. Our Death in Service cover will pay out three times your annual salary.

Team Connection

The Migraine Trust is aware of the challenges of remote working and so team members are encouraged to join our online social meetings, and there are also opportunities to meet face to face at our team connection days three times a year, which all staff are expected to attend (including overnight). These are invaluable experiences to connect and work face to face with all members of the organisation on a work-based activity, along with the chance to socialise in the evening.

Training and development

Our people are our best asset. We want you to thrive and reach your full potential, both professionally and personally. We have a generous training budget, and you will be given time to make use of it.

As a small organisation, we can give you opportunities to quickly grow in your role, to gain new experiences and develop new skills. We hope you use this to help drive The Migraine Trust forward, but also to have developed new skills and experience that you can use throughout your career.

The Migraine Trust is an equal opportunities employer, and we welcome applications from all suitably experienced persons regardless of their race, socio-economic backgrounds, gender, disability status, ethnicity, religion/fait, sexual orientation, or age.

Hospital Saturday Fund Scheme 100 HSF health plan

HSF health plan includes over 30 benefits: cashback for dental and optical bills, hospital stays, vaccinations, a 24/7 GP advice line and HSF Perkbox, a discounts service. HSF Perkbox provides access to popular stores online and offline. From discounted cinema tickets to gym membership and even money off everyday shopping.

With the wellbeing of our employees being core to our values, we want to ensure they are happy and healthy, and you would also have immediate access to an Employees Assistance Programme including a free confidential helpline.





How to Apply

Application Process

For information on how to apply, contact kevin@charitypeople.co.uk to arrange a call on Teams

Timeline

Close: Friday 22nd August

Shortlisting: Wednesday 27th August

Invitations to interview: 28th August

1st Stage Interview: w/c 1st September

2nd Stage Interview: w/c 8th September



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