



JOB DESCRIPTION

Job Title:		Division:	
Global Head of Individual Philanthropy		External Relations	
Location:	Responsible to:		Salary:
USA or UK	Global Director, Donor Relations and Fundraising		\$160,000-\$170,000 USD

ABOUT IPPF

International Planned Parenthood Federation (IPPF) is a global sexual and reproductive health service provider and one of the leading advocates for universal access to sexual, reproductive health and rights (SRHR) for all. We are a worldwide movement of 149 national organizations working with and for communities and individuals and, together, have delivered more than 1 billion cumulative services over the last 6 years.

We are now looking for people to join us and make our Come Together–Strategy 2028, a reality. Revolutionising IPPF, placing it in a stronger position to support SRHR for those who are left out, locked out or left behind. Come Together commits IPPF to shaping laws, policies and norms through feminist action and international solidarity; and to strengthen the federation adding new drive for real and lasting impact. We commit to more daring and feminist action that secures choices about our bodies, sexual lives, and well-being. And we come together in support of women, youth, and people who are marginalised and excluded.

JOB PURPOSE

IPPF is seeking an ambitious, strategic, and experienced fundraising leader to grow its emerging **global individual giving program**. The successful candidate will design and deliver strategies to expand individual giving across diverse donor markets, building a sustainable pipeline of supporters at all levels. The role is based in the United States but its remit is worldwide. The successful candidate will build a team that will help IPPF to design and integrate individual giving strategies across its global community.

We are looking for someone who has a proven record of crafting, scaling, and leading a team that is effective and enthusiastic about engaging individual donors and supporters that would like to advance human rights, sexual and reproductive rights and gender justice across the globe.

At IPPF, individual giving is more than a revenue stream—it is a **call to action** for democratic engagement and investment by people from all backgrounds to unite in solidarity and fuel the bold, inclusive, and rights-based work led by IPPF Member Associations in over 150 countries. Individual donors and supporters help IPPF to amplify voices, challenge injustice, and drive

lasting change in sexual and reproductive health and rights worldwide.

This role requires a visionary who combines strategic foresight with practical execution. The successful candidate will establish **IPPF's first global framework for individual giving, setting standards and shared approaches across the Federation while cultivating a vibrant and engaged global donor community**. They will also steward, solicit, and grow relationships with individual donors and family foundations, manage a portfolio of high-value prospects, and support senior leadership and board members in engaging philanthropists.

Currently, IPPF raises approximately \$2–3 million annually from individual donors and planned gifts, representing a modest 2% of overall income. Over the next 2–3 years, the Global Head of Individual Philanthropy will be expected to substantially **grow this revenue, while laying the foundations for long term sustainability through Federation-wide capacity building and coordinated donor engagement**.

This person will be both a successful fundraiser and an inspiring team leader, responsible for leading a new Individual Giving team, and fostering a culture of trust, collaboration, and ambition across the team members.

Reporting to the Global Director of Donor Relations and Fundraising (based in London), the **Global Head of Individual Philanthropy** will bring a commitment and passion for IPPF's mission alongside a strong track record in major and principal giving. This work will complement and align with IPPF's institutional fundraising from governments, multilaterals, and foundations.

Successful candidates must have a track record in building and managing teams and the proven ability to **cultivate, solicit, close, and steward critical donor relationships at the seven-figure gift level**; and will be comfortable operating with a great deal of independence in a fast-paced environment.

This is a high-profile, globally focused role requiring international travel (up to 20%) and close collaboration with colleagues and partners across different regions.

KEY RESPONSIBILITIES

Global Framework & Strategy

- **Implement IPPF's first global framework for individual giving, ensuring consistency, best practice, and shared learning across the Federation.**
- Co-create, develop, and deliver the global strategy for income generation from individuals, ensuring alignment with IPPF's Strategic Framework.
- Design and implement annual and multi-year fundraising plans for individual and major gifts, incorporating planned giving opportunities.
- Develop compelling fundraising initiatives that resonate with supporters across diverse philanthropic cultures.
- Create opportunities to build a "home" for IPPF supporters worldwide, fostering long-term engagement and loyalty.
- Establish clear metrics to evaluate performance and progress against goals across donor markets.
- Strategically leverage the senior leadership team, regional directors, and the Board of Trustees to engage and retain major and principal donors.
- Use feedback and data analytics to continuously refine strategy and strengthen the case

for support globally.

Raising Funds

- Be accountable for meeting and exceeding annual fundraising targets for individual giving.
- Lead the cultivation, solicitation, and stewardship process for major and principal donors worldwide.
- Personally manage a portfolio of six- and seven-figure donors and prospects.
- Expand IPPF's planned giving and legacy fundraising programs in key donor markets, adapting to regional legal and cultural contexts.

Team Leadership

- Lead the new Individual Giving team, scoping out roles and structures that align with IPPF's global fundraising strategy.
- Foster a culture of collaboration and trust, and champion diversity, equity and inclusion.

Communications and Profile Building

- Partner with communications colleagues in the design of compelling global fundraising campaigns.
- Lead donor-facing events and engagements in global hubs to raise IPPF's profile among philanthropists and key stakeholders.
- Position IPPF as a trusted partner for those committed to advancing sexual and reproductive health and rights and justice.

PERSON SPECIFICATION

Experience & Track Record

- **Proven success in building and leading individual giving programs at scale**, ideally in a multi country context.
- Demonstrated ability to **design and execute fundraising strategies that deliver significant growth** in revenue from individual donors.
- Strong track record in **cultivating, soliciting, and closing six- and seven-figure gifts** from major donors and family foundations.
- Experience in fundraising efforts across decentralized or federated organizations.
- Experience working with senior leaders to leverage networks and support donor engagement.
- Knowledge of planned giving and legacy fundraising in multiple donor markets.
- Experience managing and motivating diverse teams across geographies, with an emphasis on **collaboration and shared success**.

Skills & Competencies

- Visionary and entrepreneurial, with the ability to **set a bold agenda and deliver results in a start up or growth-phase environment**.
- Excellent communicator with the ability to inspire, influence, and build trust with diverse stakeholders including philanthropists, partners, and colleagues.
- Strong analytical and data-driven approach, with the ability to use insights to drive strategy and continuous improvement.
- Skilled in cross-cultural communication, with sensitivity to different philanthropic traditions and donor motivations.

- Comfortable working in complex, fast-moving environments with competing priorities.

Values & Attributes

- Deep commitment to **sexual and reproductive health and rights, gender justice, and human rights.**
- Collaborative and inclusive leadership style that champions diversity, equity, and inclusion.
- Personally motivated by building community and engaging individuals as agents of change, not just as sources of revenue.
- Willingness to travel internationally up to 20% of the time.

SALARY AND BENEFITS

The salary for this role is \$160,000-\$170,000 USD commensurate with experience. IPPF also offers a competitive benefits package including:

- Medical and Dental insurance - IPPF pays employee's annual premium costs
- Commuter Flexible Spending Account
- Retirement Plan - Employees will be enrolled in our 401(k) retirement plan when hired. IPPF will match 100% of the first 4% of an employee's compensation to their retirement plan. Employee contributions are optional. There is no waiting period.
- Paid-time Off - 25 paid vacation days per year
- Sick Leave and Pay - Employees are entitled to three months full pay sick leave followed by three months half pay. Sick leave can be used for illness, injury, health conditions, medical diagnosis and treatment, hospital care and preventative treatment
- Life Insurance - IPPF provides up to 4x an employee's salary in the event of death. This is subject to acceptance by our insurer
- Disability Insurance - Employees are insured for 50% of their salary for up to two years in the event of accident or illness. This is subject to acceptance by our insurer and a waiting period of 6 months

TO APPLY

Applications will be reviewed on a rolling basis. Interested persons are recommended to apply as soon as possible. Applications received before November 11, 2025 will be given priority. To apply, please attach your resume and fill out the application questions. Successful candidates will be asked to respond to a short Questionnaire followed by interviews with the IPPF team.

This search is being supported by NRG Consulting Group. Please reach out to jobs@nrgconsultinggroup.org with any questions.