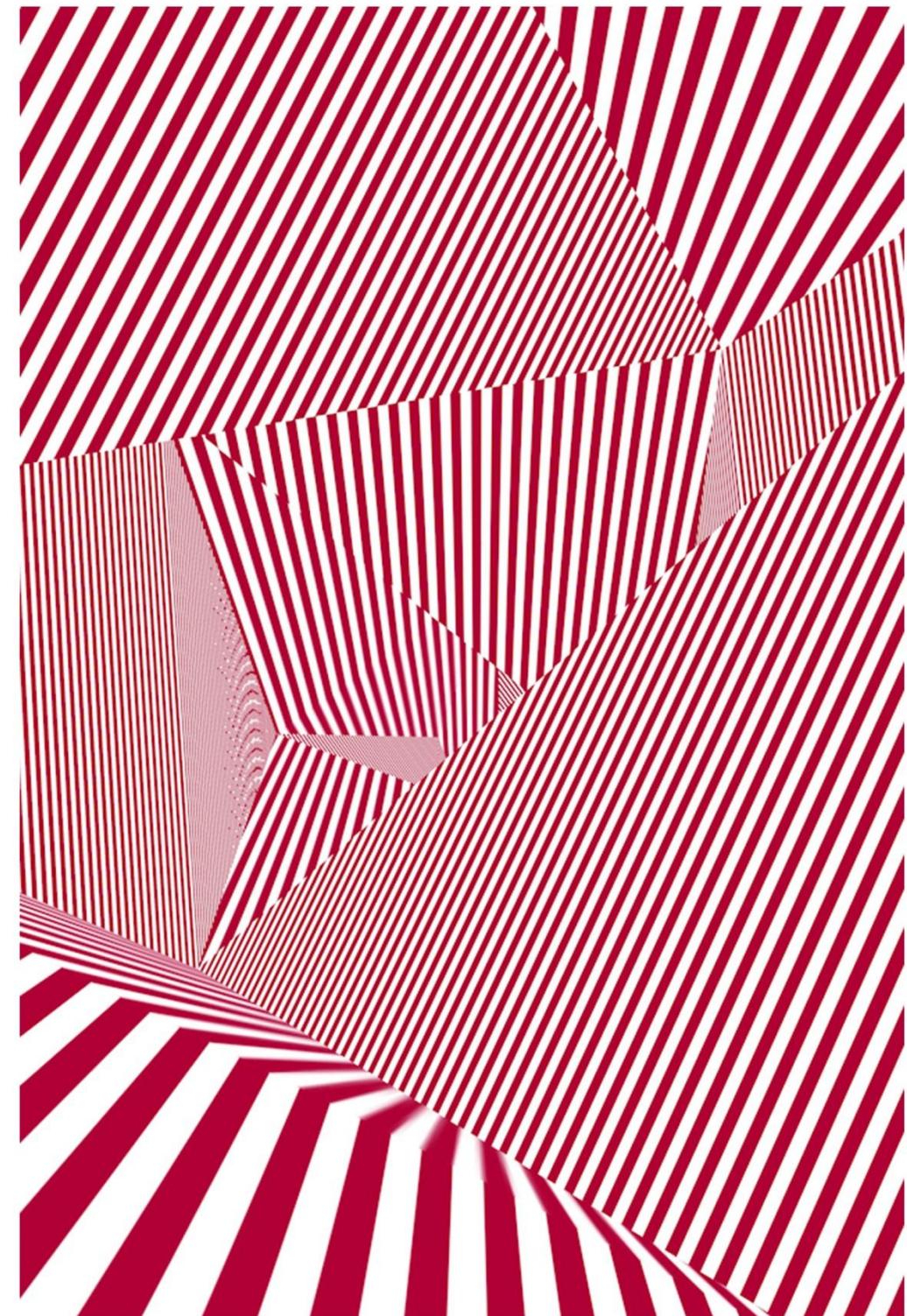




HEAD OF DEVELOPMENT

**MANCHESTER
CAMERATA**





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JOB DESCRIPTION

Job title: Head of Development

Reports to: Chief Executive

Appointment details: Permanent, Full Time (35 hours per week), including weekend and evening work, 6 month probation.
Flexible working hours possible. Vacant 1st March 2015

Salary: £40k basic + performance related bonus

THE PERSON

We are seeking a committed individual who will share and reflect the ambition and passion of the orchestra, team and board. You will have the energy and focus to deliver and exceed targets. You will be adept at understanding the needs of different clients, have exceptional networks and the ability to maintain current and secure new long-term partnerships. You will have an empathy with our overall values and charitable aims, and an appetite to share this widely.

MAIN OBJECTIVES OF THE POST

To deliver the company's Development Strategy and income, and actively sell the organisation's artistic, educational, values and activities as a charity (no. 503675). To be responsible for all fundraising initiatives, including corporate relationships, individual giving and trust and foundation income.

CURRENT POSITION

A recently revised Strategic Plan and Development strategy has resulted in increased interest from the corporate sector and individuals, securing new partnerships with Manchester City Football Club and Care UK, and launching a new business network, Camerata Connect, to give security of annual renewal income to the fundraising budget. We have increased existing patronage, and introduced a new, well received level of support called The Guest List, offering a way of supporters becoming closer to the musicians and creative process. There are strong relationships supporting all areas of activity, and a detailed and achievable target for the current financial year.

The orchestra is attracting 5 star reviews, Music Director Gábor Takács-Nagy is contracted until 2019, profile is high and rising, our Learning work is delivering exceptional results and investment from key public funders is in place until 2018. A new high-level Development Working group has been established to support the Development Team. Each member of the Development Group has a specific area of fundraising to support. The Development Group is in its infancy and the post holder will have the opportunity to shape and manage this group ensuring its effectiveness in supporting fundraising targets.

Your team consists of a Development and Events Coordinator (full time), an experienced volunteer Development Consultant (part time). The Head of Learning & Participation manages the budget for and workload of a part time Trust and Foundation bid writer, who also works part time.



KEY RESPONSIBILITIES

1. Responsible for the company's Fundraising and Development strategy and financial target
 - Actively sell the organisation's artistic and educational activities to corporate sponsors and supporters, regionally, nationally & internationally
 - To account manage existing corporate relationships and Camerata Connect members
 - To take overall responsibility for the Individual Giving budget line, developing and increasing Individual Giving above £1000, expanding the recently formed The Guest List scheme; managing current major donors and prospect relationships and overseeing donations under £1000
 - To maximise income from all Trust and Foundation applications, the budget for which is managed by Head of Learning & Participation
 - Responsible for overseeing all elements of key stakeholder events (receptions, sponsor events, launches etc), which are delivered by the Development and Events Coordinator
 - Ensure the highest level of stewarding / customer care for all sponsors and donors
 - Seek out ways to increase ticket revenue and individual giving through use of current data
2. To be the key Manchester Camerata contact with the Development Working Group and Manchester Camerata Trust
 - To administer and manage the Development Working Group to support the income target
 - To provide strategic fundraising support to the Manchester Camerata Trust and delegating the Trust's administrative support as appropriate
3. Work closely with all members of the management team, in particular the CEO, to:
 - Understand and reflect the company's overall artistic and educational aims, also the community and social impact of activities
 - Work closely with the Head of Learning to identify and secure project delivery funds
 - Work closely with the Marketing department to enhance and capitalise upon profile
 - Represent the organisation at meetings, events and concerts as appropriate
 - To recruit, appoint and manage the work of any development staff and volunteers

ESSENTIAL SKILLS, KNOWLEDGE & EXPERIENCE

- Proven track record of delivering on income targets
- Exceptional communication and organisational skills
- Creative and practical thinker able to translate ideas into achievable plans
- Experience of securing funds from the corporate sector
- A superb networker and influencer
- Knowledge of fundraising principles and practice
- An enthusiasm for music and its ability to effect social change



LINE MANAGEMENT RESPONSIBILITY

Development and Events Coordinator full time, contract until end August 2015 with opportunity for permanent role

Development Consultant 1-2 days a week for 18 months beginning January 2015

KEY RELATIONSHIPS

Manchester Camerata Team - led by CEO Bob Riley, this is a small, creative and effective team who work very closely together to achieve the organisation's aims. Based at the Royal Northern College of Music, there are eight members of the team and three placement (volunteer) posts.

There is a Management Team consisting of the CEO and heads of departments that you will form part of.

Development Working Group - Members – Richard Harding (Chair), Mike Emmerich, Paul Caine, Jane Sorrell, Sally Hill - The Development Group is managed by the Head of Development and Chaired by Richard Harding (Board Member). It's a 'task and finish' group whose aim is to build relationships that return agreed cash and/or in-kind targets, supporting the business' strategic priorities.

Manchester Camerata Board Ltd - Judith Watson (Chairman), Lady Angela Burton, Neal Chamberlain, Cllr Alistair Cox, Mike Emmerich, Jane Glaister MBE, Richard Harding, Cllr John Pantall, Andrew Spinoza

Manchester Camerata Trust Ltd - Geoffrey Shindler OBE, Joanna Hartley, Ron Robinson, Sir Gerald Kaufman MP, Richard Zoltie

HOW TO APPLY

Send one pdf document containing a letter and CV, to briley@manchestercamerata.com

Position vacant 1st March 2015.

Expressions of interest by 6th February 2015.

Potential start date 1st March 2015

For further information and opportunities please see www.manchestercamerata.co.uk



STRATEGIC PLAN 2015 – 2018

VISION

Redefine what an orchestra can do

PURPOSE

Create inspiring experiences through music that connect with everyone every time and promote social change in our community

VALUES

Excellence – Partnership/Collaboration – Creativity – Accessibility – Commitment

KEY GOALS

1. Increase our total audience reach from **149,757** to **500,000** people
2. Attract **20** of the world's most exceptional artists and secure **4** as artistic partners
3. Increase the reach of our Learning & Participation programme from **48,000** to **90,000** people, including scaling up our dementia programme to 3,000 people
4. Establish **Camerata** at the heart of Manchester's new cultural quarter

I feel music has to be spiritual medicine for people. Every note has to dance, sing or say something. This is how I see our performances – changing people's mood and lifting them. It gives you a special buzz, a special electricity.'

— Gábor Takács-Nagy, Music Director

ABOUT MANCHESTER CAMERATA

Manchester Camerata is one of the UK's leading chamber orchestras, renowned for dynamic performances, innovative collaborations and empowering learning and participation work. Founded in 1972, the orchestra is home to some of the finest musicians in the world and uses music in innovative ways to redefine what an orchestra can do.

MUSIC IS HISTORY

Named after the Florentine Camerata, a group of 16th century musicians, writers and thinkers dedicated to the progress of the arts, Manchester Camerata uses the same principles to breathe new life into the classics and uncover the music of the future.



LOOKING FOR SOUND

Collaborating with some of the world's most exceptional artists, Manchester Camerata is always looking to create immersive experiences that bring audiences and participants even closer to the music. Wherever there's sound to be found, you might find the orchestra between Beethoven and The Beatles, the concert hall or even the car park.

The great Hungarian musician, [Gábor Takács-Nagy](#), is in his fourth season as Music Director. A native of Budapest, Gábor is hailed for his limitless musical imagination and communicative powers with audiences, always seeking to unlock the meaning behind the music. From September 2017 Gábor will lead Camerata to form an artistic partnership with some of the worlds finest musicians; they will work with us to develop, challenge and bring opportunity.

GOOD THINGS HAPPEN WITH CAMERATA

Manchester Camerata's pioneering [Learning and Participation programme](#) uses music to promote positive change and personal social development across three specialist areas of expertise: young people in schools, health and wellbeing, and our youth programme.

'Something feels different...it's a good feeling.'

'Happy, really happy...I went to bed dancing.'

- Participants living with dementia

'One of the best things in my life at school.'

- Pupil, Webster Primary School, Moss Side, Manchester

'I was so proud of Jodie, she even let me hug her :) This is something that doesn't usually happen. What a great project, thank you Camerata.'

- Parent of a child on the autistic spectrum

OTHER INTERESTING FACTS

Acclaimed Baroque expert, Nicholas Kraemer, has been making music with Camerata for over 30 years as Permanent Guest Conductor. Extraordinary violinist Gordan Nikolitch, Leader of London Symphony Orchestra, has been Camerata's Principal Guest Director since 2006, and the exceptionally talented violinist [Adi Brett](#) was appointed as Leader in June 2014. Adi plays a 1752 Guadagnini violin, kindly on loan to the orchestra by Jonathan Moulds, former President of Bank of America Merrill Lynch's European business. Our recent recording of Haydn's Piano Concertos with Jean Eflam-Bavouzet under the Chandos label has received critical acclaim, including [Five Star Reviews](#) in The Financial Times and The Telegraph.

SUPPORTERS [\(click here\)](#)

Manchester Camerata is a registered charity (no.503675). Principal supporters of Manchester Camerata are Arts Council England, the Association of Greater Manchester Authorities and Manchester City Council. The orchestra connects with people in many different ways, be this through concerts, collaborating with the next generation, or improving the quality of life of someone living with dementia. Manchester Camerata has a number of generous partners and supporters, and invites new organisations and individuals to join and support the orchestra's journey. <http://www.manchestercamerata.co.uk/supportus/current-supporters>



CONNECT WITH CAMERATA

[Sign up](#) to the enewsletter

Twitter: @MancCamerata

Facebook: www.facebook.com/manchestercamerata

YouTube: www.youtube.com/manccamerata

Recordings: www.manchestercamerata.co.uk/shop

WATCH & LISTEN

[Learning & Participation at Manchester Camerata](#)

[Martha Argerich and Manchester Camerata](#)

[Manchester Camerata – The Live Experience](#)

[Giovanni Sollima and Manchester Camerata – Violoncelles, Vibrez!](#)

[Giovanni Sollima and Manchester Camerata - Hallelujah](#)



LATEST HEADLINES

Artistic:

[The Independent](#)

Classical Music's New Movement – Bob Riley

[Five Star Reviews: The Telegraph, Financial Times](#)

CD Reviews for Chandos Recording, Haydn Piano Concertos

[The New York Times](#)

CD Review, Haydn Piano Concertos

[Concert Review: Michael White](#)

'I was seriously impressed.'

[Wall Street International](#)

Manchester Camerata 2014-15 season

[The Guardian Culture Professionals Network](#)

How orchestras are riding the wave of change – Bob Riley

[Jessica Duchen's Classical Music Blog](#)

"Smile, please!" – Interview with Gábor Takács-Nagy

[Classical Music Magazine](#)

Eclectic Sparks – Manchester Camerata's New Season and Beyond

[Q Magazine](#)

Bill Ryder-Jones collaboration preview

[Sunday Times](#)

Album Review: Saint Saviour - In The Seams

[Arts Professional](#)

Up close and personal

Learning & Participation:

[BBC Online](#)

The Loneliness of Autism

[BBC News Online](#)

Autism: Songlines

[BBC News Online](#)

Dementia: Manchester Camerata provide music therapy for dementia patients

[The Guardian, Helen Pidd](#)

Dementia: Music in Mind – Musical interaction brings harmony to dementia patients

[International Arts Manager](#)

In Harmony Telford & Stoke – Taking Sistema to Britain's students

[Arts Professional](#)

Autism: Facing the Unfamiliar