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## **Development Manager**

### **Wild Arts**

Wild Arts is an environmental music and arts charity based in South East England. Each year Wild Arts creates a new opera production for a UK summer tour (with our first European performances in 2024), a smaller-scale touring show called 'Opera Evening', a chamber music festival in the autumn, and recording and concert projects during the rest of the year. The organisation grew out of the charity which has been running the Roman River Festival for 24 years.

Our vision is that great music and opera should be accessible to everyone. We re-invent opera in fresh and vibrant productions with quality at their core; work with schools and young artists to foster future talent; and aim to demonstrate how the performing arts can be environmentally sustainable. In 2023 the company performed to over 6,000 people across 37 venues and 42 performances.

Longer term (over the next two decades), our dream is to build a sustainable performance and education building - an opera house set in a bio-diverse, regenerative landscape or urban context. It will be a beacon of hope in a challenging cultural landscape, showing how we can continue to create world-class cultural experiences with the resources that our one planet gives us. It will be a trailblazing, radical building fusing the latest technology with traditional craftsmanship, and above all inspiring to enter and create work in; fit for the 21st century and beyond, and accessible to all. The current situation is that there is a possible location for the building, and Wild Arts is building profile and reputation over the next few years in preparation for making initial steps towards realising the dream.

### **Development Manager**

The Development Manager will be responsible for an initial target of £185k towards the 2025 programme of work in the context of an overall turnover of £535k. The charity forecasts organic growth over the next few years, with a fundraising target of £250k within 3 years.

We are seeking an experienced fundraiser who will gain support from a range of sources including trusts and foundations, individual and corporate sponsors (including legacy giving), and statutory funding. The successful candidate will be responsible for managing the entire grants, sponsorship, and philanthropy cycle, from identifying prospects and developing relationships, to writing compelling applications and reports.

In particular, we are looking for someone who:

- Is an experienced fundraiser in the performing arts sector, ideally with an in-depth knowledge of opera, with substantial experience and knowledge of all relevant potential income streams
- Has excellent communication and presentation skills, capable of articulating the organisation's vision and projects compellingly to potential funders and supporters.
- Has a track record of successfully securing funding from Arts Council England and similar bodies, and has a solid understanding of ACE and other funders' funding criteria and processes.
- Can manage a complex workload and meet strict deadlines.
- Has experience in developing and implementing cultivation and stewardship strategies for major donors, including planning and executing personalised engagement activities and VIP events.
- Can communicate effectively and with authenticity at all levels to build strong and productive relationships.
- Knows how to carry out effective research for fundraising purposes.
- Understands how to use databases to build a solid fundraising infrastructure.
- Understands that the world faces a deepening planetary emergency and is on a path toward catastrophic climate change, having already over-stepped six of nine scientifically-identified planetary boundaries.

### **Key Responsibilities:**

- Identify and research potential trust and foundation prospects that align with the charity's mission and funding needs.
- Write compelling grant applications to statutory entities like Arts Council England (ACE) and trusts and foundations, creatively articulating the impact of our work to inspire support from trusts and foundations.
- Develop and manage a robust grants application schedule to ensure timely submissions and maximise funding opportunities.
- Oversee the grants management process, ensuring that all funding requirements are met and that reporting is timely and of high quality.
- Cultivate and maintain strong relationships with existing and potential funders and gift donors, acting as a key point of contact.
- Analyse and utilise ticket booking data to identify individual prospects for targeted fundraising campaigns.
- Organise and manage engagement activities, including events aimed at cultivating relationships with trusts and foundations.
- Collaborate with the finance and programme teams to gather information necessary for reporting and to ensure compliance with grant conditions.
- Keep abreast of funding trends in the classical music, opera, and theatre sectors to inform fundraising strategies.

### **Qualifications:**

- Proven experience in performing arts fundraising, especially in working with trusts and foundations.
- Excellent writing skills, with the ability to craft clear, persuasive, and tailored funding applications.

- Strong relationship-building skills, with experience in managing donor relationships.
- Detail-oriented with strong project management skills, able to oversee multiple applications and reporting deadlines.
- Excellent knowledge of the opera, classical music, and theatre sectors, and a passion for the arts.
- Excellent communication skills, both verbal and written.
- Experience with fundraising databases and tracking systems.

### **What We Offer:**

- The opportunity to work within a small team dedicated to taking top quality work to new audiences, and supporting young talent.
- A supportive and collaborative work environment.
- Possibility to work from home or from our London office in Shoreditch, or a mixture of both
- £30,000 project fee for the first year's work, in return for work equating to an average of roughly 3 days per week. This is designed to roughly equate pro rata to a full-time salary of £50,000 per annum
- Subsequent remuneration, recruitment of development team, and amount of work will depend on the post-holder and trajectory of the organisation

### **The Wild Arts team**

Aki Packe-Drury-Lowe

Producer with overall operational and marketing responsibility. 3.5 days per week.

Max Parfitt

Written and visual content creator (website, programmes, marketing), casting, company management and associate producer. 3.5 days per week.

Orlando Jopling

Artistic direction. Paid for creating the shows, deciding on repertoire and projects, casting and making decisions on artistic personnel, and conducting or playing in performances.

Rebecca Milford

Head of Education - organises schools projects but not YA programme. 2 days per month.

Matt Maguire

Fixer for players. 2 days per month.

Kirsty Hopkins

Project manager, Messiah tour December 2024. Project fee.

Jane Abei

Company manager, 2024 summer tour. Daily fee for tour performances.

Rebecca Hawkins

Project manager for our visit to Potsdam September 2024 (3 performances). Project fee.

**In order to achieve the fundraising targets, the following will be relevant:**

- Our Young Artists Programme, developing young talent. The pilot year in 2023 was 4 Young Artist cast members. In 2024 we have 5 YA singers plus one assistant director. Potential to extend the programme to include assistant conductor, designer, stage management and players.
  - Our schools programme, involving primary schools in 2023 and primary and secondary schools in 2024
  - Bringing opera, music and dramatised performances to new audiences, often to venues which have never had opera
  - Touring sustainably
  - Commissioning new translations, collaborating with the creators of existing translations, and commissioning new orchestrations to make opera fresh, light on its feet, and accessible and open to everyone, while never compromising on quality
  - Creating productions which are relevant to our world today, while never compromising on quality
  - Our registered office is in rural Essex and almost all of our work is outside London, often in areas of low cultural provision, redressing the balance of cultural opportunity
- Support
- A core of committed supporters, largely of the Essex Summer Opera Festival, which needs to be expanded over the next few years. There is potential for building new support among new audiences at several new venues in 2024. We will give 25 performances of our main opera production in 15 venues, as compared to 9 performances in 6 venues in 2023.
  - A 2024 project grant from Arts Council England enabling us to take our main opera production this summer to some new locations of cultural underprovision
  - A recently formed fundraising committee of committed individuals who will support the new Development Manager

We are an equal opportunities employer and believe that diversity strengthens and enriches us. We positively encourage applications from suitably qualified and eligible candidates of all ages and from all backgrounds, in particular from minority ethnic backgrounds and disabled candidates who are currently under-represented at Wild Arts.

<https://wildarts.org.uk/>

Deadline for applications: Monday 8 April 2024 at 09:30

Interview rounds: Wednesday 10 April 2024, and Thursday 18 April 2024

To start: When possible

To apply, please send your CV with a covering letter to [aki@wildarts.org.uk](mailto:aki@wildarts.org.uk)