



HEAD OF PHILANTHROPY

(COMPETITIVE SALARY)



You

.....passionate and driven, creative and caring, a deep listener who's responsive and fun

..... a great relationship maker and maintainer, a confident communicator and negotiator with people at all levels from a diverse range of backgrounds, and the written and presentational skills to back it up

.....ambitious and driven to achieve the transformational gifts from philanthropists to drive the artistic and social impact in our Strategic plan

Us

With 5-star reviews from The Independent, and the accolade of *'Britain's most adventurous orchestra'* (*The Times*), Camerata has a reputation for doing things differently – be that opening Glastonbury Festival with an orchestral rave, touring and recording Mozart or making profound impact for people living with dementia.

We've 'blazed a brilliant trail for what a 21st-century orchestra can do' (*Royal Philharmonic Society*) and this next phase sees us **leading and accelerating the evolution of the orchestral sector, addressing the needs of our society** (*Greater Manchester Inequalities Commission*), and **increasing access to great music making**.

Our inspiration stems from the visionary mindset of Music Director Gábor Takács-Nagy, who believes passionately that **'music is spiritual medicine'**. His extraordinary musicianship drives the development of our craft and nurtures the artistic and human qualities of our musicians, which in turn gives the whole organisation courage to innovate beyond an orchestra's normal limits. It is these qualities combined which create **powerful emotional connections, which makes life better**.

Empowering people to make positive change in their lives is the focus for our award-winning community programme. From a child or a teacher in school to a frontline care worker or a person living with dementia, it's about the difference we can make in society through music. All activity is **informed by research and fully evaluated**, so we can articulate our impact. A social impact plan for Greater Manchester will see the **number and diversity of people we reach increase**, and that work begins in our new home – The Monastery, Gorton.

Over the past 10 years, we have developed a music therapy programme for people with dementia and their carers in partnership with the University of Manchester, **a leading global dementia research centre**. Their research shapes the development of our programme, which is now **in demand across Asia and Europe**, and this is something we intend to develop during the course of this plan.



This is an exciting and significant moment for our organisation as we make a step change in our impact underpinned by our purpose – *We make music that matters: we make music for change* – supported by the following 3 aims of our Strategic Plan 2021 – 2025:

1 – *Make powerful emotional **connections between people** by championing and developing the **craft and quality** of our musicians.*

2 – *Increase access to **music** and impact on people's health and wellbeing by consulting, collaborating, and creating work which addresses the needs of our **communities and audiences**.*

3 – *Nurture a culture that has the **courage** to lead ideas and drive change*

A refreshed and ambitious Equality, Diversity and Inclusion policy was agreed in 2020. We recognise the barriers in our sector to achieving greater diversity, and this is something we commit to addressing openly, honestly and with urgency. Central to this is the consultation with artists and communities, and our own internal challenge to make programmes that respond to the needs of others. The policy is available upon request, and we'd welcome support, challenge, and encouragement on it.



The Opportunity

We have an ambitious strategic plan taking us from this catastrophic time of pandemic which will see us heal communities and bring people back to live performance. To achieve this, we need to increase our capacity, hence this new full-time role.

Our community work transforms the self-esteem and aspirations of young people; and enables better communication and decreased anxiety for people with dementia and their carers. We have award-winning, research-led programmes in these areas that we are now ready to scale up across Greater Manchester with the ambition to offer this opportunity to every young person and every person with dementia in the region, as well as leading the way nationally and internationally in research-informed best practice in these areas.

Our Live performances and Digital film series have reached over 1 million people during the pandemic. Be it an orchestral rave at Glastonbury... fresh performance concepts informed by R&D... or modern interpretations of Mozart toured globally.... we play music with no boundaries. Led by our visionary Music Director, Gábor Takács-Nagy, our orchestra collaborates with diverse international artists, from Martha Argerich to Lewis Capaldi... Arvo Pärt to Arlo Parks.

Over the next three years, this impact will require a significant step up in our fundraising to reach £3.5 million over that period. Our funding strategy covers three different areas - Public funding (overseen by our CEO), Trusts and Foundations (overseen by a consultant), and Philanthropy (overseen by the Head of Philanthropy). This work is driven by the high level of impact, quality and profile of our Concerts and Community activity, and we think this presents a great opportunity for the right person to take this to the next level of philanthropic support. You will be working closely with the CEO and Head of Development who works with us 2 days a week, and the broader team as detailed on page 6.

We have begun testing two cases for support with a strong existing pipeline of philanthropists from across the North-West, nationally, and internationally, and that's going well. The opportunity for you is to convert this engagement into significant (6 figures and above) donations, and to attract further potential donors to engage with us.



Our Work

Below are some examples of the type of work that feature in our cases for support, and which are a critical part of our future development



Commissioning new work will be a key part of our future plans, here's ['Be Still' - Daniel Kidane - January - 2021.](#)



Supporting carers - Lynda, a Carer who has worked with us on [Music in Mind for 8 years.](#)



Pioneering Dementia Music Therapy programme (Music in Mind) and associated Research with partners at University of Manchester, will be a central part of [our case for support.](#)



Work with Children in schools -
- children on our Community programme write [entirely new music inspired by composers](#) who have previously been overlooked due to their skin colour, ethnicity or gender.



Untold, a new format digital storytelling series - [personal stories with universal truths.](#)



The Fundraising Team

This is the team you would work closely with:

CEO – there is a very close working relationship with the CEO committing approx. 2 days a week to fundraising.

Head of Development – currently transitioning to 2 days/week from Sep '21 – Aug '22, this person has inspired positive change over many years, developed a broad range of relationships, and our cases for support. They will continue to steward specific existing relationships, working closely with you as you take on some existing and new relationships.

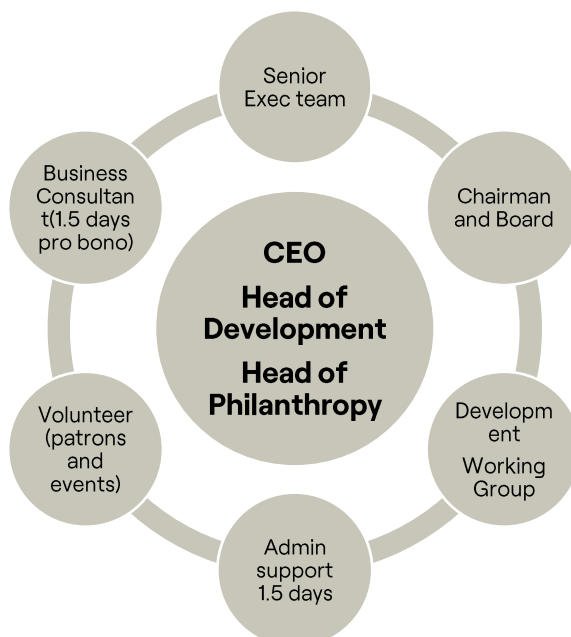
Business Consultant – we're lucky to have a long-term commitment from a business consultant (pro-bono) who focuses on our trust and foundation work, and also supports the CEO on other long-term projects.

Senior Exec team – you would work closely with the Heads of – Community / Artistic Programming / Comms / Finances. They are open to receiving and giving ideas and support, and ensuring that our content and how it's presented is what fundraising needs.

Admin support – our Orchestra Personnel Manager will provide administrative support for approximately 1.5 days a week. You will have the use of their epic abilities to organise and prioritise diaries whilst understanding the long-term aims of your role.

Chairman and Board – full support and commitment from the Chairman and Board of Trustees, which is currently refreshing with 6 new members.

Volunteer (patrons and events) – We work with a fantastic person on patrons and events, who's got tons of expertise and passion, and is a great sounding board as well





Job Spec

The purpose of this role is to help us raise the £3.5 million required to make the step change in impact we have set out in our plan.

This is a **permanent full-time role**, with a lot of flexibility to work from home, and requiring flexibility on evenings and weekend working. The salary is competitive, and there is opportunity to grow the role and the department in the future. There's a **stakeholder pension** available, and **25 days of holiday** plus an in-lieu scheme to cover out of hours working hours you have accrued.

Key responsibilities are listed below, and we will be looking for someone with successful high level fundraising experience, an understanding of the role of orchestras and music in society, fantastic written and verbal communications, and good numeracy skills. If you have formal qualifications tell us about them, but if you don't, don't be put off. What we are looking for is the right person.

1. **Contributing to the organisation's funding strategy** through your work with philanthropists, which could include corporate philanthropy
 - a. Deliver agreed income targets
2. **Maintain existing and build new relationships** with philanthropists in line with the fundraising strategy
 - a. Work closely with the fundraising team to ensure the highest standards of stewardship for existing donors, also monitoring, and tracking the impact of that work
 - b. Lead the fundraising group and play full role in identifying and establishing new relationships with philanthropists, mindful of how they focus their giving, whether as an individual, through a company or trust
3. **Engage, motivate, and organise the fundraising team**
 - a. Ensure the fundraising team has a clear plan
4. **Collaborate actively** with the concerts, community, and comms areas to
 - a. Ensure fundraising needs are planned into our work
 - b. Ensure you support the development of programmes and specific ideas where appropriate
5. **Be a part of the Senior Management team** and present the organisation at the highest level in all communications



Next Steps

We'd like a **one-page letter and your CV to jwatson@manchestercamerata.com by the deadline of Monday 27th September**, with interviews w/c 4th October.

If you have a disability or impairment of any kind, please tell us if there are any adjustments we can make to support you in your application or in the following recruitment process.

Manchester Camerata has a commitment to diversity in its staffing, governance, and all parts of its programme, and actively seeks applications from the widest range of applicants. After applying, applicants will be sent a survey link to help us gather equal opportunities data which will inform Manchester Camerata's organisational development regarding its Diversity and Inclusion policy and objectives.