



## Development Manager (full-time)

### Introduction

The Mozartists are leading exponents of the works of Mozart and his contemporaries, presenting high-quality live performances, recordings, broadcasts and education projects. Our international profile is growing significantly and these are exciting times for the company, but we need an experienced fundraiser to help us maintain our funding base and help grow our income.

As Development Manager you will build close relationships with existing stakeholders and be passionate about delivering excellent customer experiences to those who engage with our work. This role covers the whole spectrum of fundraising, from identifying new funding streams, applying for grants, managing a committed membership base and maintaining funder and partnership relationships, to developing new projects and activities. You will work closely with all members of our dynamic and friendly admin team and our Board of Trustees.

### About The Mozartists

*"It is hard to imagine hearing another performance as convivial and life-affirming as this."* GRAMOPHONE

The Mozartists (formerly Classical Opera) was founded by conductor and Artistic Director Ian Page to explore and bring to life the music of Mozart and his contemporaries, combining musical flair and excellence with a vibrant spirit of discovery. The company has received widespread acclaim for its imaginative programming, its world-class recordings, and its work in developing exceptional young singers. Performing with its own period-instrument orchestra, it appears regularly at leading UK venues such as Wigmore Hall, Southbank Centre and Cadogan Hall, as well as touring in the UK and abroad. In 2015 it launched MOZART 250, an ambitious 27-year project exploring Mozart's life, works and influences in chronological sequence. Each year the company also delivers inspiring education projects to school children. The 2022/23 Season marks the company's 25th anniversary, making this an exceptionally exciting time to join the company as it embarks upon the next stage of its development.

#### **The company has three main ambitions:**

- To present benchmark performances and recordings of the works of Mozart and his contemporaries on period instruments and with outstanding artists;
- To provide invaluable performance, training and mentoring opportunities for young musicians with exceptional ability and potential;
- To offer new and existing audiences the chance to share an exciting and illuminating voyage of discovery.



## The team

The team at The Mozartists comprises a talented, friendly and dynamic group of people who enable the company to punch above its weight. There is an exciting opportunity for an energetic and dedicated individual to join the team and move the company forward by playing a key role in raising the funds and awareness that will enable the company to realise its ambitious future plans.

## Funding

Over the last 3 financial years the company's income has averaged £832K per annum. Around 64% of income has come from fundraising from individuals, including significant regular contributions averaging £375k per annum over the last 3 years. Our memberships schemes have raised an average of £50k per annum. The remainder of the income comes from Trusts & Foundations, concert income, CD sales and Theatre Tax Relief. The charity has benefitted from Arts Council CRF funding in the last year during the pandemic, where other sources fell. There is scope for the new Development Manager to develop all income approaches, to build on our previous successes and our good relationships with the existing donor circle and grant funders.

## Trustees & Patrons

### **President**

Sir Vernon Ellis

### **Board of Trustees**

George Koukis (Chairman)

David Challen CBE

Raphael Vermeir CBE

### **Patrons**

Sir Thomas Allen

Barbara Bonney

Cecilia Bartoli

Sir Jeremy Isaacs

Nicholas McGegan

Roger Norrington

Dame Janet Suzman

Melvyn Tan

## The role

### Job Title

Development Manager

### Location

The Mozartists, London W7 2QE. A combination of home and office working is possible, details to be agreed with the successful applicant.

### Responsible To

Chief Executive

### Objective

To formulate and implement an effective fundraising strategy, maximising income and promoting awareness of The Mozartists. The Development Manager will:

- Work with the Chief Executive and other members of the Senior Team to devise, develop and implement an effective Fundraising Strategy;
- Bring in increased voluntary income by identifying new income streams and opportunities to build revenue and profile for the organisation;
- As a senior member of the management team, promote a positive organisation-wide fundraising culture, and help to develop its corporate strategy.

### Key components of the role:

- Implementing and developing effective fundraising strategies for The Mozartists, managing the development and implementation of individual fundraising strategies for donor development, trusts, corporate partners;
- Setting and monitoring fundraising targets, and maintaining development budgets;
- Building and maintaining relationships with supporters and partners;
- Playing an active role in communications planning;
- Writing trust applications, reports and other materials;
- Developing the corporate image of The Mozartists and ensuring it is presented in the most effective and professional way, leading on the creation of fundraising materials and related content;
- Working with the Finance Manager to ensure that the company complies with the latest charity legislation, financial rules and GDPR regulations;
- Supervising the provision of back-up help by staff and volunteers if applicable;
- Representing the organisation through hospitality and public speaking, if required, at meetings, conferences, exhibitions, receptions, events etc;
- Ensuring the smooth running of the 'front of house' components of public and private events.



What will I gain?

This is a rewarding company to work for. The musical output is of the highest quality, and the team is positive and energetic. Over the years, the company has built a strong following of loyal and enthusiastic supporters, who are keen to engage and assist, and there is a chance to gain real satisfaction from making a tangible contribution towards enabling our world-class artists to flourish and delivering inspiring outreach projects which really make a difference. The role comes with 25 days' holiday and a pension scheme. Salary is competitive and commensurate with experience but expected to be in the £35-£40K band.

### The Person

The successful candidate will be dedicated, empathetic, positive, collaborative and professional, with an impressive track record of fundraising within the not-for-profit sector - preferably within an arts organisation. Candidates should have demonstrable experience of strategic planning, budgetary control, trust fundraising, proposal writing, project management and relationship building. The person in this role will need:

- Excellent communications skills, both written and verbal;
- A strong sense of customer relations and a drive to deliver satisfaction;
- Demonstrable experience of building alliances and maintaining effective relationships. This should ideally include high-level contract negotiation and partnership working;
- The ability to manage projects from the planning stage through to evaluation and improvement, including financial planning, managing and monitoring budgets;
- A strategic and organised mind with the ability to juggle concurrent priorities;
- Good IT skills and the ability to manage a database, along with experience of evaluating data in order to make systematic and rational judgements;
- A sound knowledge of the legislation, regulations and financial issues relating to fundraising and GDPR.

### How to apply

Please send a full CV and cover letter explaining your suitability for this role to [recruitment@mozartists.com](mailto:recruitment@mozartists.com)

If you have a disability, please tell us if there are any reasonable adjustments we can make to help you in your application or with our recruitment process.

We will be reviewing applications on a rolling basis and early applications are welcome. The final closing date is 10am on 9 August 2021.

To be considered for this role, you must be able to provide proof of your eligibility to work in the UK.

### Equal Opportunities Policy

The Mozartists has an equal opportunities ethos and we strongly support diversity. We will welcome applications from all candidates who have the skills and attributes outlined above.