



Position: Head of Development

Fee: £45,000 per year pro rata

Starting date: Immediate start preferred. Specific date to be discussed.

Part-time/full-time: 2-3 days a week

Location: London

Deadline for applications: 31st August 2024. Applications will be reviewed as received, so applicants are encouraged to apply early.

About the Company:

New English Ballet Theatre (NEBT) is a dynamic professional ballet company dedicated to producing new commissions that represent the versatility and significance of ballet today. We promote the early career development of talented dancers, choreographers, and designers. NEBT has gained respect and recognition for its commitment to furthering outstanding talent and for its visionary, holistic approach to ballet making. To date, NEBT has produced ten critically acclaimed West End shows, performing at over thirty venues in the UK, including prestigious theatres like the Royal Opera House and Sadler's Wells.

The Role:

You will lead the philanthropy programme at NEBT, cultivating and soliciting four- and five-figure gifts from donors, including high-net-worth individuals and corporates, as well as leading fundraising events. In the past two years, NEBT has raised £380 000 and £275,000, respectively, and we would be looking to increase that with at least a 30% uplift in the first year.

You will work with and from an existing loyal donor base and prospect for new donors at all levels.

You will also oversee the lower-level individual donor fundraising, including the benefactor scheme and establish a patrons scheme for regular annual giving.

The role will also cover fundraising and cultivation events from an annual gala to small receptions around performances and rehearsals.

You will deliver a high level of customer service to supporters through a programme of cultivation and stewardship events and communications.

The role is flexible from 2 days per week depending on the company's performance schedule. The company is based at Somerset House and while this role can be flexible in terms of location, attendance at Somerset House for meetings etc will be desirable.

Your skills

You will have the ability to lead and inspire others and be able to influence the Board and Senior Volunteers.

You will have a proven track record of securing four- and five-figure gifts from major donors and growing income through high-quality applications and considered approaches. You will be able to demonstrate experience growing donor relationships with excellent interpersonal and communication skills, both written and verbal, and of meeting fundraising targets.

You will be able to think strategically and creatively, possess strong IT skills, and be flexible to work occasional evenings and weekends.

To apply, please send your CV and Cover Letter to info@nebt.co.uk

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