

CLOD ENSEMBLE

RECRUITMENT PACK: DEVELOPMENT MANAGER (MATERNITY COVER)

Job Title: Development Manager

Contract: 3 days per week, fixed term for 6 months, Maternity Cover

Salary: £34,000 p/a pro rata (£20,400 p/a)

Holiday: 25 days p/a pro rata (15 days p/a)

Location: London Fields, Hackney

About Clod Ensemble

CLOD ENSEMBLE is one of the UK's leading interdisciplinary theatre companies. For over two decades, director Suzy Willson and composer Paul Clark have developed a highly original performance language, creating provocative, finely crafted work, ambitious in scale and concept.

We collaborate with dancers, actors, musicians, medics, architects and orchestras. Our work is presented in London, across the UK and internationally in theatres, dance houses, galleries and public spaces. Clod Ensemble also creates a range of participation and education programmes.

Clod Ensemble is an Arts Council, England National Portfolio Organisation. Clod Ensemble is a company limited by guarantee and a registered charity

Performing Medicine

Performing Medicine is Clod Ensemble's award-winning professional development initiative for health professionals and medical students. Our practical, hands-on workshops are delivered by leading artists who help health professionals to use their bodies and voices for effective communication; to become more aware of their own needs as well as those of the people around them; and to appreciate the stories and experiences of others.

Since 2001 we have worked with more than 16,000 health professionals and students and we have long-standing partnerships with NHS Trusts and Higher Education Institutions across the UK. Our three-year project at Guy's and St Thomas' Trust resulted in a new framework for staff development called Circle of Care to help health professionals think about, practise and demonstrate high quality compassionate care.

www.clodensemble.com www.performingmedicine.com

Where we are now

Between 2015 – 2018 Clod Ensemble has undergone a transformative period of development, enabled in part by a 5-year investment from Wellcome Trust's Sustaining Excellence fund. Between 2019- 2022 we will share the fruits of this work, presenting new productions as well as remounting shows in repertoire; maintaining a targeted public engagement programme; broadening our artist development scheme and continuing the development of pioneering participation projects.

Performing Medicine is at an exciting stage in its development, with new interest in the programme and momentum around tackling staff wellbeing and improving compassionate care. Over the next three years we want to maximise on these opportunities and grow Performing Medicine, supporting many more health professionals and students in providing safe, person-centred and compassionate care to patients.

CLOD ENSEMBLE
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Charity registered in England no. 1064633
Company no. 3251499
VAT registration no. 769 3918 69

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Purpose of the Post

To continue to develop and implement a development strategy for Performing Medicine that grows our income across a variety of streams (philanthropic, commercial and grant funding) and strengthens the programme's capacity and sustainability. The role will also support a strategic approach to fundraising across the company and so will require a motivated, strategic thinker with proven experience of income-generation.

Job Description

Performing Medicine development

- Work with the CEO and Board to develop, articulate and implement Performing Medicine's business plan to grow the programme and build a sustainable income.
- Provide clear briefs and oversee the work of external consultants to support marketing, research and business development.
- Work collaboratively with key partners to ensure the sustainability and continuation of Performing Medicine projects.
- Seek out opportunities and respond to enquiries about future Performing Medicine projects including possible new partnerships, commissions, training courses, workshops and conferences.
- Oversee the evaluation of Performing Medicine projects, working alongside our partners and external evaluators.

Revenue Generation and Fundraising - Clod Ensemble and Performing Medicine

- Identify and apply for appropriate funding across four streams of income: trusts and foundations, HE research funding, philanthropic donations, and sales
- Monitor existing funding agreements and provide reports as and when required
- Cultivate and nurture relationships with current and prospective funders to secure major donations
- Arrange donor project visits, hospitality and opportunities to attend performances and engage with Clod Ensemble's work as appropriate
- Develop and grow Clod Ensemble's individual giving scheme
- Ensure compliance with fundraising regulations and data/information governance requirements, and that the charity operates to the highest ethical fundraising standards.

General Responsibilities

- To comply with and ensure operation of the Company's Staff Handbook and related Policies.
- To undertake any other duty or responsibility as requested by the CEO
- Shared responsibility for the cleaning and up-keep of the office

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Personal Specification

Essential

- Experience in a similar development or fundraising role within health, arts and culture, or voluntary sector
- A proven track record of successful income generation and a good knowledge of the current fundraising landscape
- Excellent writing and communication skills with good attention to detail
- A strategic thinker who enjoys business planning and project development
- Good relationship building skills, with experience of donor care and funder management
- Experience of creating and reporting on project budgets
- Organised with good time management skills and ability to work across a number of projects
- Highly motivated with the ability to use initiative, take responsibility and work independently

Desirable

- Interest in and knowledge of the health, arts and culture, and voluntary sectors.
- Management experience
- Knowledge of evaluation methodologies, or experience of overseeing external evaluations

How to Apply

In order to apply please complete this [Equal Opportunities form](#) and send your CV and covering letter to recruitment@clodensemble.com.

The deadline for applications is 10am on 6 May 2019

The first interview will be held in London on 9 May 2019
If required, second-round interviews will be held on 14 May 2019.

If you would like to have a confidential conversation about the role, please contact Clod Ensemble's General Manager, Olivia Amory on olivia@clodensemble.com or 0207 7749 0555.

Clod Ensemble is committed to being an Equal Opportunities Employer and actively encourages applications from individuals with a variety of backgrounds, experience and perspectives.