

—BRITISH TEXTILE BIENNIAL—

JOB OPPORTUNITY: DEVELOPMENT MANAGER

Job description:

Job title:

Development Manager (tbc)

Reporting to:

Director

Salary:

Equivalent £35000 Pro Rata (3 days per week = £21000)

Contract:

Can be offered as a PAYE employed role or freelance contract - dependent on successful applicant preference. Initial 12 month contract with possibility to extend based on performance. Hours can be worked flexibly across the week by negotiation.

Location:

Office base in Blackburn with options for regular remote working.

How to apply:

Please send us your CV and a cover letter outlining your previous experience, and why this job is of interest to you.

Deadlines and interview process:

Applications are to be sent to zara@superslowway.org.uk by Friday 14th April.

Interviews will take place on the week commencing 1st May, exact date tbc

About us:

Taking place every two years across East Lancashire in public spaces, museums, galleries and historic buildings, the British Textile Biennial (BTB) commissions artists to make and present work responding to the heritage and contemporary context of East Lancashire, its communities and their relationship to textiles.

The festival is underpinned by a year-round programme of research, residencies & community engagement projects. Since its inception in 2017, it has commissioned 36 new artworks and presented work by over 100 artists from around the world to tell a story of textiles that stretches across continents and centuries.

Originally produced by The Super Slow Way (SSW), the CPP programme in East Lancashire, in 2022 the British Textile Biennial joined Arts Council England's National Portfolio and now aims to expand its reach still further over the next few years aiming for a Lancashire wide programme by 2026.

By 2026, BTB intends to play a leading role in establishing the reputation of Lancashire as a cultural destination, using our unique textile heritage. BTB has a clear place-making role that seeks to use the cultural life of the area to help develop it as a vibrant place to live, work, study and visit with its cultural, social and economic impacts contributing positively to the experience of individuals, families, communities and the region.

We are now looking for a Development & Insight Manager to work with the Director and the board to identify and pursue fundraising and other income generation opportunities. The aim is for this role to support the delivery of both the core and education programmes as well as new initiatives, alongside initiating and managing BTB's evaluation and data gathering processes to inform future delivery priorities and funding applications.

Although we are separate organisations, BTB and SSW continue to work together closely and operate with a blended staff team model. We share offices and other back of house resources, and all staff play a role in supporting the other organisation regardless of who their primary contract of work sits with. Therefore, this role will be required to support SSW fundraising and insight activity to a varying degree throughout the lifetime of the contract.

Principle Responsibilities:

- Collaborate with the senior leadership team and board to develop and implement an effective and ambitious Fundraising Strategy
- Take a proactive role in researching and working with colleagues to identify potential funders including charitable trusts, foundations and philanthropy/high net worth individuals.
- Maintain and build relationships with our Patrons, Trusts, Foundations and potential Business Donors.
- Identify and pursue other income generation/donation opportunities both at Festival events and online.
- Lead on developing, writing and submitting high quality funding bids to support delivery of business plan targets and meet funding criteria.
- In collaboration with the Programme Manager, manage the collection and analysis of audience data, grant draw down, and evaluation & reporting on grant agreements and project outcomes linked to Arts Council England National Portfolio Organisation requirements, and those of other funders.
- Maintain communication with all funders according to their specific requirements and timings.

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 - Maintain communication with all funders according to their specific requirements and timings.
 - Liaise with our Finance Manager to ensure efficient processing of payments of grants, sponsorship, donations and other income.
 - Support the fundraising and insight gathering activity of SSW to a level agreed by the Director and board of trustees.
 - Attend relevant industry events and activities to promote the work of BTB and SSW.
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Skills and experience needed:

- A demonstrable track record of consistent income generation through Trusts, Foundations and Major Grant Funders.
- Experience of researching prospects, building good relationships and writing compelling bids that secure funding.
- A sound understanding of fundraising techniques, Case for Support, monitoring and reporting on successful bids to funders.
- Experience of monitoring and analysing audience data to inform reports to funders including Arts Council England.
- Good written and verbal communication skills, good attention to detail, good listener, persuasive.
- Finance and budget literate, able to work with finance teams in support of applications and to monitor progress against fundraising budgets.
- Ability to manage multiple tasks, work under pressure and meet tight deadlines.
- Willingness to travel across our areas of work and further afield.
- Positive, pragmatic “can do” approach & a good sense of humour.