



Hastings International Piano is looking to appoint a Head of Development. This is a newly created role will be instrumental in supporting the charity to realise its ambitious aims.

Job title Head of Development

Salary £66,666 FTE (£40,000 p/a pro rata)

Hours Part-time, 3 days a week

Location Ideally located within Hastings or surrounding area. Initially working from home.

Terms Freelance position, initially a 1-year contract, with potential to extend if funding allows

Reporting to Managing Director

Background

Hastings International Piano (HIP) is an independent charity (registration number 1192703) formed in 2020, but its story stretches back more than 100 years. The Hastings Musical Festival (registration number 261351), from which it was born, has been taking place in Hastings since 1908.

HIP presents the biennial Hastings International Piano Concerto Competition. In 2022, under the artistic leadership of Professor Vanessa Latache, the competition attracted a record 360 entries from the brightest young musicians from 36 countries. In addition, HIP creates opportunities to support and nurture pianists, develop their careers and present them on local, national and international platforms.

About the role

We are looking for an energetic and experienced fundraiser to work as a key member of the senior team to secure the long-term plans of the charity, growing its presence and profile nationally and internationally. The ideal candidate will develop and implement strategies that build on strong existing donor relationships and grow the donor base to deliver an annual fundraising target of £350,000+.

Key tasks

- Cultivate and secure donations from existing and new individual donors
- Work with our external Trusts & Foundations consultant to oversee applications
- Build relationships with local, national and international companies to secure financial and in-kind sponsorship
- Manage the Friends & Patrons coordinator to grow our Friends & Patrons membership scheme, whilst strengthening existing relationships
- Create a long-term fundraising strategy
- Expand our Legacies programme to ensure the long-term future of the charity
- Build a network of American Donors through a newly-formed 501(c)(3) US non-profit
- With the HIP team, organise cultivation and stewardship events for donors and members
- Ensure up-to-date records maintenance on Donorfy CRM Software on all donors and prospects
- Attend HIP concerts and events to meet donors and potential donors face-to-face
- Work closely with other members of the team on the effective delivery of events
- Attend and present at Board Meetings when required
- Other tasks as reasonably requested by the Managing Director or Trustees

Person Specification

Essential	Desirable
Experience of relationship & face-to-face fundraising	Demonstrable track record in fundraising and donor development in the charity or arts sector
Excellent interpersonal, written and oral communication skills with the ability to write a compelling case for support and to communicate this effectively through in-person meetings and written proposals.	Experience of event organisation and management
Experience of working with project budgets and presenting accurate financial information	High degree of computer literacy and experience of using a CRM database, ideally Donorfy.
Excellent organisational and project management skills, with the ability to work unsupervised.	A passion for the Arts and music in particular
Ability to manage a busy workload successfully and to meet agreed deadlines.	

This is only intended as a guideline. We welcome applications from people who satisfy most of these and offer other transferable skills.

We aim to be an organisation that reflects the world around us and welcome applications from anyone that feels they would thrive in the role.

Some weekend and evening work will be required as part of this role.

Application details

Please send a CV and covering letter to info@hastingsinternationalpiano.org

Deadline **Monday 6th February 2023 5pm**

1st Interviews will be on zoom and will take place in the week of 13th February

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