

Are you a fundraising professional with a passion for sharing amazing stories, both on and off the stage?

The Royal Exchange is Manchester's iconic, spaceship-like theatre-in-the-round based right in the heart of a vibrant and exciting global city with a million stories to share. In this new and exciting **Development Manager** role, you'll connect supporters to unique artistic work and new writing, engaging with Greater Manchester's dynamic, determined and passionate communities who inspire so much of the work.

Salary: £35,000 FTE

Location: Onsite to support immersion in the work, with some flexibility to work from home

Contract: 35 hours full time, open to 4 days

Benefits: 25 days holidays (+bank) and 4% pension contribution

Culture: Flexible and supportive, with some need for evening and weekend with TOIL offered

About the Royal Exchange

You're invited to 'come round ours' to help bring the world's most powerful stories to life, where the Royal Exchange has been making breath-taking theatre since 1976. Proudly supporting and working alongside established and emerging directors, writers, designers and theatre-makers, they create radical and ambitious work that is firmly rooted in Manchester.

About the role

You'll take the lead on delivering the fundraising strategy, working closely with the Development Director/Deputy CEO and creative teams. The role has a focus on mid-level and major gifts (up to five figures), building a pipeline of supporters and developing compelling philanthropic and sponsorship propositions.

You'll have line management responsibility for a Development Officer, although we don't necessarily expect you to come with that experience. This could be a fantastic opportunity to develop and grow those skills, with the guidance of a supportive and empowering leader.

Day-to-day you can expect to be developing relationships with major donors and corporate partners, sharing and showcasing the case for support, and finding creative ways for individuals and companies to get behind the work.

About you

You're someone who enjoys working collaboratively as part of a team, but will also relish the opportunity to play a leading role in relationship and campaign management.

To apply, we'd love to see you demonstrate the following core skills and experience:

- Proven ability to deliver income against financial targets.
- Personal track record of fundraising four and five figure gifts, from either individuals or corporate supporters.
- Brilliant interpersonal skills, able to confidently communicate verbally and in writing.
- Growth mindset, with a creative approach to problem solving and partnership design.

We're really open to transferable skills from the charity sector, higher education and the commercial sponsorship space. You'll definitely need to be aligned when it comes to values and have fire in your belly about the artistic work itself, as well as the Greater Manchester communities that inspire it.

If you are as excited by the possibilities as we are, please get in touch with Amelia Lee at Charity People with a copy of your CV or profile.

Deadline: 9am on Friday 19th April

Interviews: Tuesday 30th April

Charity People actively promotes equality, diversity, and inclusion. We match charity needs with the skills and experience of candidates, irrespective of age, disability (including hidden disabilities), gender, gender identity or gender reassignment, marriage and civil partnership, pregnancy and maternity, race, religion or belief, or sexual orientation. We do this because we know greater diversity will lead to even greater results for the charities we work with.