

Development Director

Full-time post
(part-time may be considered)

based in The Cabrach, Moray, with some home working possible

Salary c. £40k



The Buck of Cabrach [image courtesy of Speyside Images]

Background:

The Cabrach Trust is a registered charity focused on the rural regeneration of a remote and spectacularly beautiful part of North East Scotland. The Trust was established in 2011 in response to a need to preserve the rich cultural heritage of the Cabrach and safeguard its remote communities.

The Trust is embarking on an exciting and ambitious £5.7m regeneration project to build a heritage centre, incorporating a small scale working historical whisky distillery on the Inverharroch site. The aim of the centre is to safeguard, celebrate, and share the rich heritage and culture of The Cabrach, narrating the extraordinary story of how this remote and small part of Scotland can claim to be one of the birthplaces of Malt Whisky.

We are seeking an experienced Development Director to work with the new Chief Executive and the Board of Trustees to raise the capital funding required to deliver the project. With £1.7m already secured or pledged the post-holder will join at a pivotal point in the Trust's plans to enable the Cabrach Heritage Centre to become a major visitor attraction, as well as a hub for the community.

Primary role:

To maximise income from major donors as part of the Trust's capital fundraising appeal for the Cabrach Heritage Centre Project.

Reporting to the Chief Executive and working with the Chairman and other Trustees, the post holder will be instrumental in securing the funds required to deliver the Project.

Key tasks and responsibilities:

- Develop a fundraising strategy to successfully achieve the goals of Trust's capital appeal for the Project
- Be responsible for major fundraising covering targeted donors groups, with a particular emphasis on trusts, foundations and private philanthropy
- Plan, develop and deliver campaigns to meet targets
- Develop and research qualified target lists for each of the targeted donor groups
- Through personal cultivation and supporting the approaches made by the Chairman of the Board, other Trustees and the Chief Executive, develop and build lasting relationships with funders to meet the campaign targets
- Ensure that the organisation's case for support and Project prospectus is well articulated, accurately reflecting the Project as well as positively inspiring and influencing major donors
- Prepare written proposals and deliver presentations for prospective and existing funders
- Ensure accurate and timely report deliveries to funders
- Work with the Chairman and Chief Executive to organise and deliver fundraising events and donor receptions
- Prepare regular written progress reports for the Chief Executive and Board of Trustees
- Provide support where necessary for other aspects of the organisation's fundraising activities.
- Any other duties commensurate with the role

Person Specification

Qualifications, experience and personal qualities	
Experience	Excellent knowledge of Trust, Foundation and major donor fundraising in the UK and in Scotland in particular
	Excellent communication skills, written and oral, with an ability to generate compelling copy to articulate the case for support
	Able to demonstrate a substantial track record of securing minimum six-figure grants from Trusts, Foundations and major donors
	Proven ability to cultivate and steward relationships with major donors
Knowledge	Relevant professional experience
Heritage & Community	A strong interest in built and cultural heritage
Project management	Independence and the ability to plan and manage a challenging workload
	Ability and willingness to work to competing and multiple deadlines
General	Creative and innovative
	The ability to work independently and/or in a remote environment as well as within a small multi-disciplined team
	Ability to influence, persuade and promote the Trust's work with a range of stakeholder groups
	A flexible and positive approach
	Able to travel and work some weekends and evenings as required
	A commitment to the Trust's vision for the regeneration of the Cabrach
	Full clean driving licence and use of a car

How to apply:

To apply for this role please email your C.V. and a covering letter (no more than 3 sides of A4) outlining your suitability for the post to recruit@cabrachtrust.org.

Closing date for applications is **Thursday 14 March 2019** at **6pm**.

Interviews will take place on the afternoon of **27 March 2019** and the morning of **28 March 2019** at the Trust's offices in The Cabrach.

For more information about The Cabrach Trust please visit www.cabrachtrust.org

12 February 2019