



Development Manager – Trusts, Foundations, Legacies and Corporate

Full-time and Permanent

Salary £38,960 - £43,602 per annum

Pay award pending plus generous benefits package

Hybrid / flexible working

About the role

We have an exciting and rare opportunity for an experienced Development Manager. By generating income through the development and delivery of a Trust, Foundation, Grant, Corporate and Legacy strategy you will help us look after Scotland's amazing world-class art collection.

Working closely with the team to deliver our fundraising objectives you will also raise major gifts from Trust and Foundation sources and corporate sponsorship to support exhibitions, learning and engagement, capital campaigns, conservation, and acquisitions.

You'll already have a successful track record of securing major support from trusts, grants, and foundations in a culture or heritage organisation. You will have experience of working closely with colleagues at leadership and Trustee level to develop, embed and deliver the organisation's fundraising strategy.

You will also have a strong understanding of the fundraising sector and trends, particularly in arts, culture, and heritage.

The difference you'll make

As Development Manager, you will support the Head of Development in all aspects of the day-to-day running of the department. You'll also manage and develop the trust, foundation, grant, corporate sponsorship, and legacy strategy. You will also:

- Manage and develop a portfolio of trust and foundation prospects, identifying, cultivating, and leading on approaches to solicit major support across identified fundraising priorities.
- Prepare presentations and applications to secure trust, grants, and foundation support for a broad range of activity across the organisation.
- Work with the wider Development team on the development of a refreshed corporate giving strategy, soliciting sponsorship and corporate donations.
- Identify new potential trust, grants, and foundation contacts, initiating the approach, and securing support within a planned timeframe.
- Ensure the effective management of trust, grants, and foundation relations, ensuring stewardship strategies are in place and followed.
- Develop and deliver a refreshed legacy strategy, securing and stewarding legacy pledges.
- Work closely with colleagues in the wider Audience and Development team to ensure that legacy giving is embedded in the donor development journey.
- Work closely with colleagues across departments to develop innovative ways of maximising donations from visitors across all sites.
- Work to agreed activity and financial targets as agreed by Trustees and Leadership Team.

nationalgalleries.org

National Galleries of Scotland is a charity registered in Scotland No. SC003728

VAT No. GB1001904 82

- Record activity on Spektrix, our fundraising and CRM database.
- Enhance your personal knowledge, skills, and networks by playing an active role in the culture sector, and professional fundraising bodies.

Who we are looking for

To succeed in this role, you'll need the following range of knowledge, skills, and experience:

- A demonstrable track record of securing major support from trusts, grants, foundations, and corporate sponsorship.
- Excellent presentation and writing skills with a strong ability to exert influence with diplomacy.
- Knowledge of legacy fundraising and an interest in developing this as part of a wider fundraising strategy.
- Sound knowledge of and enthusiasm for the arts and cultural sector.
- Experience of working in a culture or heritage organisation.
- Experience of developing and managing relationships with major UK grant makers.
- Keen understanding of the fundraising sector and trends, particularly in culture and heritage.
- A well-established network of fundraising prospects in the UK.
- Knowledge of legacy fundraising and an interest in developing this as part of a wider fundraising strategy.
- Experience of developing and managing budgets.
- Ability to work collegiately with departments across the organisation and to build and sustain professional networks.
- Sound knowledge of UK and US charitable giving and taxation as applies to fundraising.

It would great if you also have:

- Experience of using Spektrix or a similar fundraising database

We are National Galleries of Scotland

Our three Edinburgh galleries are the National, Modern and Portrait. We house and look after Scotland's amazing world-class art collection – one of the finest in the world. Step inside and explore treasures from Botticelli and Titian to the very best modern art to contemporary portraits of pop culture icons. And, as you'd expect, the world's greatest collection of Scottish art, our national collection. We also have an outstanding collection of Western art from the late Middle Ages to the present day.

We're a space for thinking, dreaming, doing, and playing. Soak up the art. Meet friends in the cafés. Have a family picnic surrounded by the sculptures in the Modern grounds. Be inspired by our amazing art films. Choose your own experience. There is no one way to enjoy Scotland's national collection. We are yours to discover.

As well as displaying our art at our three Edinburgh sites, we also share it through an active programme of partnership across Scotland, the rest of the UK and abroad, as well as online.

We conserve and research our collections and we are committed to reaching the widest possible audience through our ambitious plans. Visitor numbers to our sites in Edinburgh totalled an average of 2.5m visitors a year in the years prior to the global pandemic.

What's important to us

We make art work for everyone. That's our purpose and it drives everything we do. This is an exciting time for us, as we move forward with our engaging strategic vision: Art for Scotland: Inspiration for the World.

We're putting our audience at the heart of what we do. Matching Scotland's rich collection, our expertise and creativity with the needs and wants of our visitors. Finding new ways to connect with more people and create an innovative, inclusive organisation that can meet the challenges of our ever-evolving world.

nationalgalleries.org

National Galleries of Scotland is a charity registered in Scotland No. SC003728
VAT No. GB1001904 82

We're committed to looking at how we operate as well as how we engage our audiences. We will play our part in tackling the Climate Emergency, and we're embedding Equality, Diversity, and Inclusion (EDI) in the way we work. We want everyone to feel a sense of belonging and freedom to be themselves at work or at play with us.

What's on offer for you

Our colleagues will tell you great things about working here. We aim to ensure the National Galleries of Scotland is a great place to work, where our people thrive in a culture where we are trusted, empowered, and engaged to achieve our true potential. We offer a range of benefits to promote healthy working lifestyles for all our colleagues. Details specific to this role are:

Salary

£38,960 - £43,602 per annum pro rata. Starting salaries will normally be at the minimum rate depending on experience.

Hours

37 hours per week excluding a one-hour unpaid lunch break each day.

Holidays

When you first join, you'll get 36.5 days holidays pro-rata depending on hours. After 5 years your annual leave will increase by 5 days.

Where you'll be based

You will be based in Modern Two, 73 Belford Road, Edinburgh, EH4 3DS. Although in the heart of Edinburgh, free car parking is available on site.

Pension

We are a Civil Service Pension employer. You get to choose if you want a defined benefit or stakeholder pension. The benefits of joining the scheme include generous employer contributions to your future pension, life assurance, and options to increase your pension. If you join the alpha Civil Service pension scheme our contribution will be 27.1% for this role.

Other benefits

Family friendly working policies, free or discounted entry to various visitor attractions, staff discount at our shops and cafés, Cycle to Work Scheme, wellbeing support and services including our Employee Assistance Programme.

The closing date for completed applications is 12 noon on Monday, 24 July 2023

Please note that the successful candidate will be subject to Basic Disclosure Scotland security clearance.



National Galleries of Scotland is a charity registered in Scotland (No. SC003728)

nationalgalleries.org

National Galleries of Scotland is a charity registered in Scotland No. SC003728

VAT No. GB1001904 82