

BIG BURNS SUPPER

FUNDRAISING MANAGER

Candidate Information



Thank you for taking the time to consider this role...



We are looking for a dynamic fundraiser who is well connected to key social funders in the UK to help us on a year-long project to help raise capital and revenue income for our pivot from a major event into a year-round venue which will help us to continue the work we have delivered over the last decade.

Like many cultural organisations we have had a tough couple of years, we have had to cancel two major festivals and pushed programmes online, and demand for our programmes has developed significantly as a result.

Our board is continuing to thrive, and Rachael McDougall, who has evolved through the organisation as a trainee producer now leads our organisation with seven other trustees.

If you think you have the energy, the commitment, and the enthusiasm, then we would love to hear from you.

Best wishes,

Graham Main
Chief Executive Officer

Fundraising Manager

We're the biggest community platform in the South of Scotland, and we work with our partners to use culture as means to improve the lives of our community who are experiencing high levels of social and rural isolation.

Our major festival celebration, our unique membership based social co-operative, our distinctive community place making initiatives and our decade long skills development for children and young people have helped create a powerful platform for social and economic growth that has created transformational legacies.

At the heart of our model is our desire to activate our community to connect with each other through some of our signature programmes which are led by members of the community.

We are fiercely independent as a curator and less than 10% of our income comes from public funding, with around 80% coming entirely from our earned income streams.

Like most live events, we have been badly affected by the pandemic, two of our festivals have now been cancelled which is giving us a lot to think about in terms of the scale of our work.

As a result, we are developing a temporary model that will allow us to pivot more flexibly through the realisation of a year round space that can accommodate our community programmes as well as major events.



Our Vision

Big Burns Supper will become one of the most popular cultural events in the UK and our social co-operative model continues to transform our people and place.

Our Mission

We create cultural experience by curating cultural programmes in South Scotland with lots of different artistic and community partners to develop our people, our place, our profile and our position in the world.

Our Objectives

To raise the profile of our place within the UK, Europe and internationally.

To create culture that offers our audience an experience they will never forget, and use culture as a means of connecting with each other to feel good.

Ensure our organisation continues to thrive, and deliver a balanced portfolio of projects that are sustainable into the future.



A photograph of a child in a bright yellow coat dancing in a spotlight on a cobblestone street at night. A woman in a dark coat with a fur hood stands in the background. The scene is illuminated by a single spotlight, creating a dramatic effect.

A new creative force is born in Dumfries

Joyce McMillan

Terms

Role: Fundraising Manager

Term: One year but may be extended

Location: Dumfries or home working

Salary: £40,000 per year

Hours: 35 per week

Reporting to: Chief Executive Officer, Trustees

Benefits

Commission of 1% on all funding over and above our budget

Flexible and home working

Free tickets to our events

Enhanced holiday entitlement 35 days per year (pro rata)



Purpose of the Role

We are looking for someone to help us grow the scale of our ambition which will help sustain our growth into the future.

The candidate will work alongside our Programme team to extend the reach and capacity of our participatory programmes that take place across the South Scotland and make the case for investment into our social programmes through new funding routes which will help us realise our Strategic Plan 2021-2025.

A key part of this project will be the development of increased capital resources to be able to extend our physical footprint and project infrastructure, meeting the demand of our scale and ambition.

This post is for one year, with the potential for this to be continued. This post is being funded by the **Adapt & Thrive**.

Increase the scale and scope of our revenue funding which will increase our capacity to deliver more socially driven project for our community.

Develop our relationship with a range of new funding partners.

Identify a broad range of funding targets including revenue, project, and capital from a wide range of sources.

Lead grant funding applications from a range of public and private source.

Develop our fundraising capacity by supporting our Trainee Producers to write funding applications for their projects.

Work collaboratively with the Programme team to develop a range of portfolio project pitches.

Design and deliver fundraising strategies in collaboration with the management team, trustees of the board and our wider membership.



Essential Skills

Experience of working with a range of public funders, trusts and private sources to achieve funding

Experience of utilising a range of marketing and communication tools, to promote the work of a charity, engage supporters and increase stakeholder support

Proven ability to maximise relationships with existing and new supporters, building excellent relationships with external stakeholders through face-to-face communication, on the phone and in writing

Excellent presentation and verbal communication skills, experience of articulating a case for support both in writing and verbally

Organised and methodical approach to plan and deliver against a varied workload, managing competing priorities under your own initiative and to strict deadlines

Ability to understand funder motivations and cultivate a bespoke relationship with them

A team player who can work using your own initiative and support other team members to thrive

Desirable Skills

Experience working with a community arts or cultural organisation

Experience of Lottery funding programmes



*Big Burns Supper 2021
Credit: Allan Devlin*

How to Apply

For further information about this post or an informal enquiry please email graham@bigburnssupper.com

Deadline is 9am on 11th February 2022.

Interviews will take place between the 14th and 18th of February, online.

Job Commences on 1st April 2022.

Send a covering letter, no more than 2 sides of A4 identifying how your skills match the criteria of the post with a CV to programming@bigburnssupper.com.

We particularly welcome applications from disabled and Black, Asian and Minority Ethnic (BAME) candidates as BAME and disabled people are currently under-represented throughout our organisation.



Redfish at Big Burns Supper 2020.
Credit: Galina Walls