

English National Ballet School












HEAD OF DEVELOPMENT

Supported by



bamboo
fundraising recruitment

-  Head of Development
-  c.£45,000 (pro-rata)
-  3 days per week
-  Permanent
-  London City Island, E14 0SY

-  www.enbschool.org.uk
-  English National Ballet School
-  ENBSchool
-  @ENBSchool

Bamboo Fundraising Recruitment
T: 0203 750 3111
bamboofundraising.co.uk

CONTENTS

- 3 The School
- 4 A New Chapter
- 6 Fundraising
- 7 The Role



"Moulding the world's finest dancers and breaking down socio-economic barriers to a lifetime of achievement through art"

THE SCHOOL

We are a talent-led organisation—with 300 students auditioning for just 30 places each year. Once a dancer joins us, they can expect world-beating levels of teaching and pastoral care, and a bright future in ballet.

OFSTED:

Rated outstanding since 1992



Trinity College London:

Exemplary provider



WE CURRENTLY HAVE...

90 students

THIS WAS 70 JUST THREE YEARS AGO
AND WILL INCREASE IN THE FUTURE



Alumni

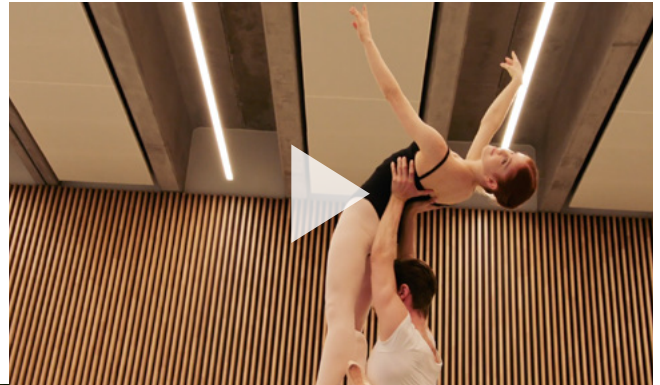
You will find our students dancing at the highest levels of international ballet:



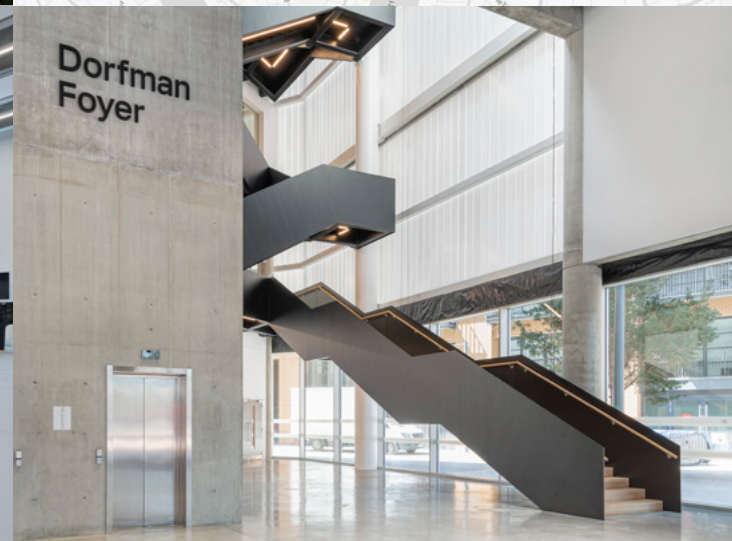
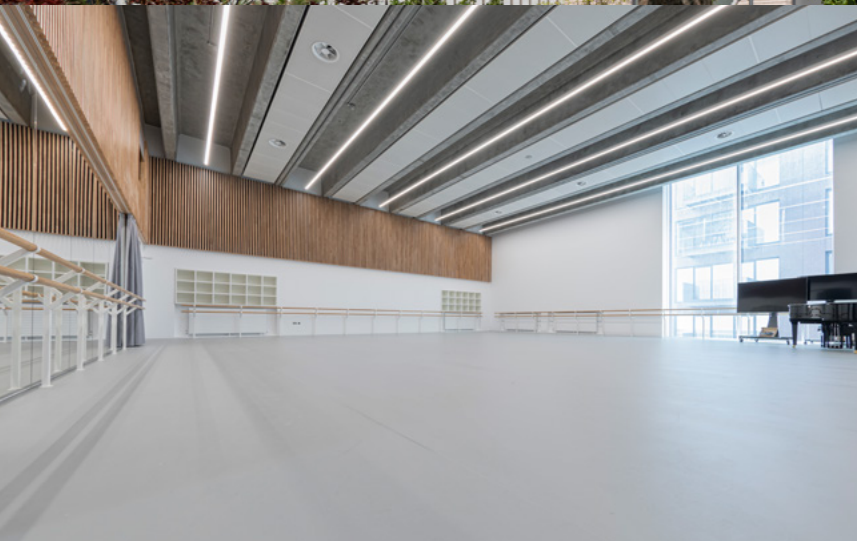
NEW CHAPTER

New Home

In Spring 2020, the school moved to its new home, becoming the cultural anchor of London's newest neighbourhood on London City Island. Our new home is purpose-built to fit our needs and give students access to unparalleled, cutting-edge learning facilities, including:



- Three rehearsal studios
- Lecture theatre
- Gym
- Green room



NEW CHAPTER

New Direction

In September 2019, the school welcomed Viviana Durante as our new Director of Dance. She brings her incredible experience and international acclaim to bear as we forge our path of learning in a bold, new direction.

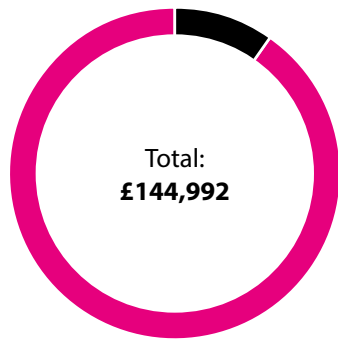
Viviana is widely considered to be one of the finest dancers of her generation, enjoying a distinguished career as Principal Dancer with the Royal Ballet, American Ballet Theatre, Teatro alla Scala, and K-ballet.

"A dancer's career has many challenges as well as many rewards, and it can take many paths. I am passionate about treating each student as an individual and creating a secure, positive, and supportive environment in which all can flourish as intelligent artists and rounded young people."



FUNDRAISING

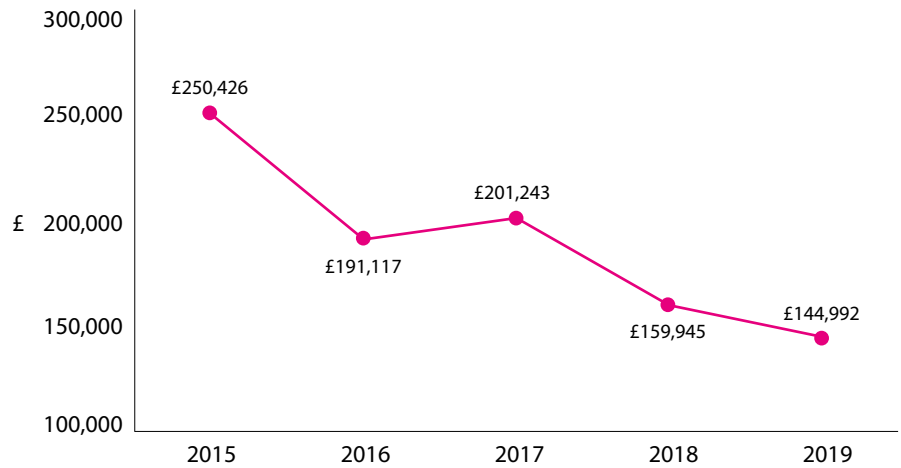
Voluntary Income



■ Individuals: £14,992

■ Grants: £139,000

Financial History



Background

Partnering with the English National Ballet Company over the proceeding years in an ambitious capital campaign and securing our cutting-edge new home has caused an expected decline in direct contributions to the school.

We are now looking to capitalise on the new narrative around—and increased interest in—the school to re-energise existing relationships and start the conversation around new ones. Combined with changes to our board and leadership team, as well as investment in our fundraising portfolio, we are excited about the next step in our evolution.



THE ROLE

Purpose

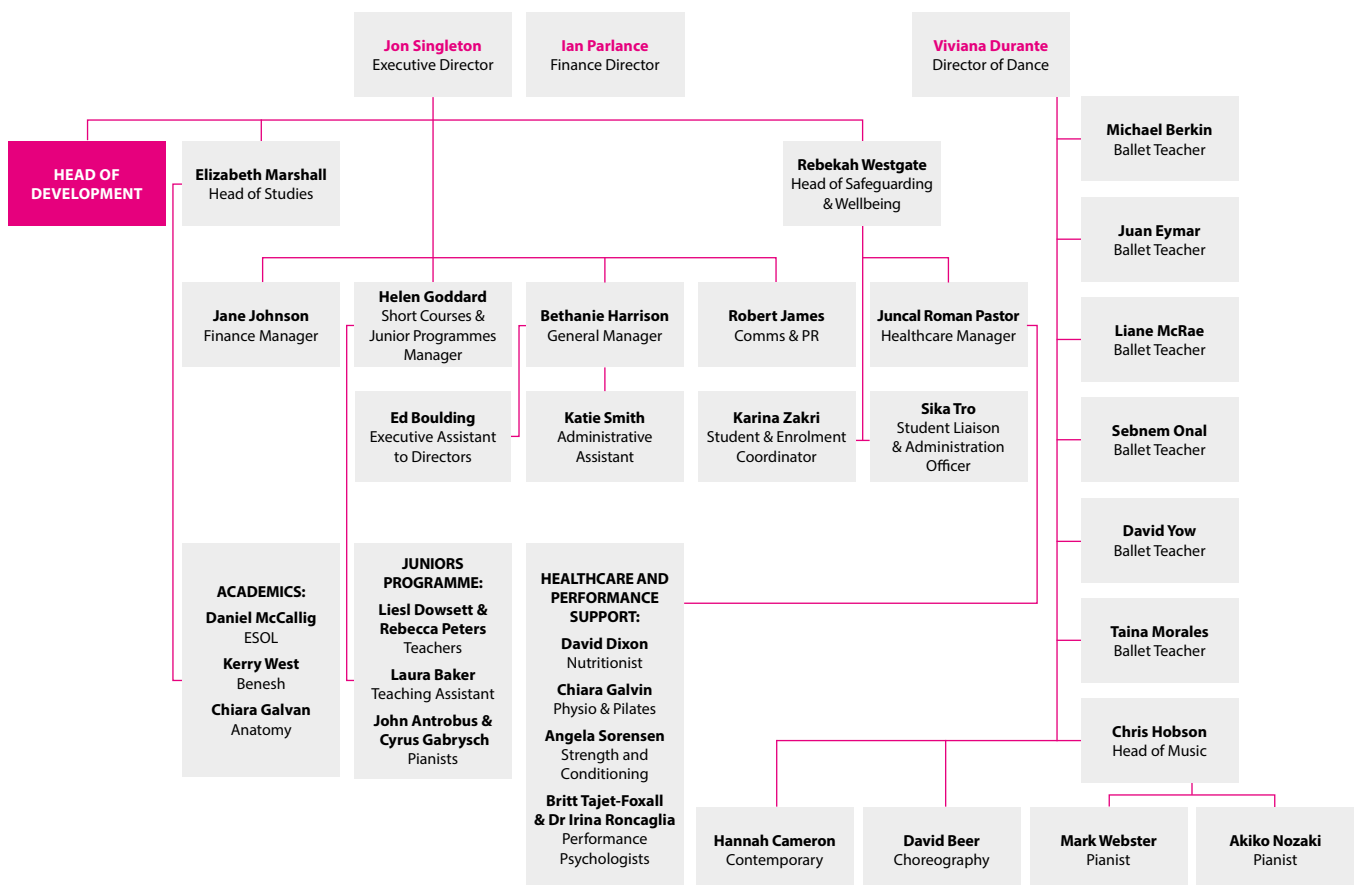
After several years of collaboration with the English National Ballet Company as part of our joint capital campaign, the school needs to focus on increasing annual revenue funding. We are looking for someone who can implement the strategic and operational shift that this will require.

Recent developments mean that the school is in a prime position, both in terms of the audiences it has engaged and the narrative it has at its disposal, to build an impressive and sustainable funding base. We need a natural relationship-builder who can map out and capitalise on these assets, as well as developing the systems that will allow us to track and gain insights from this activity.

Priorities

- Re-establishing funding in these key areas:
 - Major donor
 - Board giving
 - Corporate
- Carrying out a strategic analysis of our trust funding base and mapping out its future development
- Working with our new board and SMT members to incorporate their networks into our own
- Integrating capital campaign donors into our annual fundraising plans
- Building a sustainable fundraising strategy

School Structure



Culture

We offer a flexible, grown-up environment in which you are a trusted expert who can autonomously manage your own time. You will be part of a high-achieving management team where deliverables and impact are the important factors.

THE ROLE

Strategic

- Lead and work with directors and the board on devising and implementing an Annual Giving Strategy.
- Work with the directors and the board to develop ambitious but sustainable targets that reflect the ambitions and business goals of the school as outlined in the business plan.
- Monitor and evaluate the effectiveness of the Annual Giving Strategy and report to the directors and the board.
- Lead on developing and implementing stewardship plans for all donors and supporters, ensuring that they are engaged in the life of English National Ballet School in meaningful ways.

Operational

- Be the main point of contact for the board and our patron(s) in fundraising issues.
- Lead on the maintenance of the development database.
- Ensure the accurate keeping of financial records for development activity.
- Contribute to board discussions, in person and through reports, as and when required.

In more detail

TRUST FUNDRAISING

- Maintain relationships with current grantmakers, providing an exceptional level of service, ensuring high levels of voluntary recognition, and ensuring prompt delivery of all informal and formal reports.
- Use available research tools and methods to effectively map the trust market and devise an appropriate model for targeting new donors.
- Lead on all bid writing of grant submissions in partnership with directors and other colleagues and lead on all associated report writing.

MAJOR DONOR

- Work with the directors and the board to maintain existing relationships.
- Work with the board to develop their ability to work effectively as part of the cultivation and stewardship process.
- Identify prospective supporters across all areas of individual giving and increase the number of individual supporters and income from philanthropy.
- Work with the board, directors, and stakeholders to map their networks and facilitate introductions as appropriate.
- Take a lead role in managing all aspects of any cultivation events.
- Lead on the development of alumni cultivation and giving.
- Lead on the development of an integrated in-kind cultivation strategy.

CORPORATE GIVING

- Work with key board members and relevant stakeholders to engage corporate relationships in our network.
- Research and identify additional companies and agree the most effective means of approach and action with the directors and the board.
- Work collaboratively with the rest of the school staff to establish new or existing projects in line with the school's wider business objectives.
- Seek out support and manage the expectations of all partners.

Our ambition is to make **English National Ballet School** the first choice for the next generation of international ballet dancers and ballet companies.

