

The image features a dark red rectangular box in the top left corner containing the company name and address. The background is a complex, abstract artwork composed of numerous overlapping, swirling lines in shades of red, orange, and blue, creating a sense of movement and depth. The lines vary in thickness and opacity, some appearing as solid strokes while others are more ethereal and translucent.

HOFESH SHECHTER COMPANY

Somerset House
New Wing, Strand
London WC2R 1LA

Dear Applicant,

Thank you for your interest in the position of Development Manager with Hofesh Shechter Company.

This is an exciting time to join the company; we celebrated our tenth anniversary last year, recently appointed our new Executive Producer, Colette Hansford, co-founder of the company, and continue to produce projects of the highest artistic quality and tour worldwide, alongside our work with children and young people.

The Development Manager is a new post, working with the Head of Development, which will contribute to successful fundraising with a specific focus on growing Corporate Partnerships and Individual Giving. This new role will suit an experienced Development Manager looking to be an integral and influential member of our small, dynamic team.

The Company

Hofesh Shechter Company is one of the world's most innovative dance companies. In 2018 we celebrated 10 years of extraordinary success and our position and reputation as an international powerhouse. Under the artistic leadership of Hofesh Shechter, we deliver exceptional, large-scale productions of world-class artistic quality to leading venues within the UK and internationally. We tour across the UK, bringing dance to audiences in arts venues and beyond. 145,000 people across the world experience our work annually (2018-19). Our themes of identity, alienation, and political upheaval, explored with the energy of a rock gig, speak to young, diverse audiences hungry for new experiences.

Our work falls into four strands: major collaborative projects with world-leading artists and organisations; national and international touring at large scale; Shechter II, our apprentice dancer programme which tours at middle scale; and participatory projects with diverse communities. We are at an early stage of thinking about new forms of contemporary dance in the digital space.

Core to our work, and championed by Hofesh, is a deeply held commitment to developing the next generation of exceptional dancers; Shechter II, our paid apprentice company performed to audiences of nearly 40,000 in 2018 and won the Prix de la Critique Award for Best performers at Théâtre des Abbesses, Paris. The recent BBC film, *Clowns* directed, choreographed and composed by Hofesh was broadcast in September 2018, streamed on BBC iPlayer, and seen by over 129,000 people. Hofesh was nominated for a Tony Award for his work on Broadway's *Fiddler on the Roof* and an Olivier Award for his current full-length piece, *Grand Finale* which has been seen by audiences of over 110,000 across the UK and internationally since its 2017 premiere. *Grand Finale* will continue to tour during 2020.

Hofesh was awarded an OBE for Services to Dance in June 2018. He is an Associate Artist of Sadler's Wells and Hofesh Shechter Company is Resident Company at Brighton Dome.

Our repertoire includes: *Uprising* (2006), *In your rooms* (2007), *The Art of Not Looking Back* (2009), *Political Mother* (2010), *Political Mother: The Choreographer's Cut* (2011), *Sun* (2013), *barbarians* (2014), *Orphée et Eurydice* (2015), *Clowns* (2016), *Grand Finale* (2017), *SHOW* (2018) and *East Wall* (2018). We perform on the world's major



**HOFESH SHECHTER
COMPANY**

Somerset House
New Wing, Strand
London WC2R 1LA

stages, including Sadler's Wells and Royal Opera House in London; Sydney Opera House; Teatro alla Scala, Milan; Brooklyn Academy of Music, New York and Théâtre de la Ville, Paris.

Plans for 2020-22 include a new double bill for major international touring opening in 2020; the next iteration of our Shechter II apprentice programme in 2020, and partnerships with The Old Vic, Royal National Theatre, Manchester International Festival and the Royal Danish Theatre in Copenhagen in development.

To apply for this role, please send a CV and covering letter (no more than 2 pages) that sets out why you are interested in the post and your relevant experience (please refer to the Person Specification in your letter) to jobs@hofesh.co.uk to arrive no later than **12 noon on Wednesday 18 September**.

Interviews will be held on **Tuesday 24 September** in London. Successful candidates will be notified on **Thursday 19 September** and required to complete and submit a short task by **Monday 23 September** before attending the interview.

Please include contact details for two referees, one of which should be a current or recent employer. If you do not wish to give permission for us to approach referees at this stage, please state this clearly.

Please provide daytime, evening and mobile telephone numbers and an e-mail address that you can be contacted on in confidence.

Please also complete our equal opportunities monitoring form which can be accessed here: <http://bit.ly/2lxE2Jj>.

We look forward to receiving your application.

Yours faithfully,



Becky Ruffell
Head of Operations
Hofesh Shechter Company

The top of the page features a dark red rectangular box on the left containing the company name and address. The background is a complex, abstract artwork of swirling, organic lines in shades of red, orange, and blue, resembling a stylized anatomical structure or a dynamic dance movement. The lines are thick and layered, creating a sense of depth and movement.

HOFESH SHECHTER COMPANY

Somerset House
New Wing, Strand
London WC2R 1LA

HOFESH SHECHTER COMPANY JOB DESCRIPTION

Job title: Development Manager (part-time)

Responsible to: Head of Development

Purpose of Role: Following our 10th anniversary celebrations last year, this is an exciting time to join Hofesh Shechter Company's small and busy team as we build on our success and reputation as one of the world's most innovative contemporary dance companies. This new role will suit an experienced Development Manager looking to be an integral and influential member of our dynamic team.

Working closely with the Head of Development, the Development Manager will support Hofesh Shechter Company (HSC) to grow and diversify income streams focusing on Corporate Partnerships and Individual Giving. The post holder will build enduring relationships with corporate and individual supporters by communicating the passion, mission and values of the organisation to achieve the income targets to support delivery of the business plan.

KEY RESPONSIBILITIES

Overview: To work with the Head of Development to achieve the targeted level of fundraised income from Corporate Partnerships and Individual Giving.

Strategy

To work with the Head of Development to develop and implement a strategy to support the development of Corporate Partnerships and the growth of HSC's existing Individual Giving as part of the overall fundraising strategy:

- Develop and deliver a pipeline to secure new partners/donors.
- Identify, research, and solicit new prospects and lead the delivery of tailored fundraising campaigns.
- Identify projects and opportunities across the artistic and learning programmes (live and digital platforms) and write high quality, clear and compelling cases for support, engaging colleagues and Trustees as necessary.
- Devise creative ways for corporate partners and donors to engage with the company through a tailored cultivation programme.
- Maintain awareness of relevant trends in the corporate sector and those affecting donor recruitment including future trends and implications, and make recommendations.

Management

- With the Head of Development, communicate and implement the fundraising strategy internally, engaging staff, collating information about fundable projects and developing impact stories.
- Recognise where key crossovers exist between corporates, individual donors or trusts and foundations and liaise with colleagues as appropriate to ensure a coordinated approach.
- Work closely with the Head of Operations who manages cultivation and stewardship events, ensuring that appropriate donors/prospects/influencers are invited and tailored programmes are fulfilled.
- Fully embed corporate partnerships within HSC's activities and maximise brand awareness and advocacy for



HOFESH SHECHTER COMPANY

Somerset House
New Wing, Strand
London WC2R 1LA

our work, creating long-lasting mutually beneficial relationships.

- Support the Head of Development and Executive Producer to maximise gifts and advocacy from new and existing individual prospects.
- Develop an integrated communications plan for new and existing prospects with the Marketing Manager.

Administration and Finance

- Update records and profiles on the fundraising database system in line with GDPR ensuring prospecting activity and actions are comprehensively recorded.
- Administer contractual compliance, data management and adherence to legal and ethical policies.
- Attend occasional evening and weekend events as required (notice will be given).
- With the Head of Development, set annual income targets, forecast and analyse income across all aspects of fundraising.
- Manage and report against delegated income and expenditure budgets, working with the Finance Manager and including monthly income forecasts.
- Work with the Head of Operations and Head of Development to ensure evaluation requirements are integrated into funded projects from the outset.
- Undertake any other duties or one-off tasks at the reasonable request of the Head of Development.

RESPONSIBILITIES OF ALL STAFF MEMBERS

- At all times to carry out duties and responsibilities with regard to Equal Opportunities and the treatment of others.
- To comply with HSC policies and practices to lessen environmental impact.
- To liaise with all members for the HSC team, supporting others wherever necessary and, maintaining good lines of communication.
- To be responsible for identifying areas of personal development including training necessary to fulfilling the job description.

The top of the page features a dark red rectangular box on the left containing the company name and address. The background is a complex, abstract artwork of swirling, organic lines in shades of red, orange, and blue, resembling a stylized anatomical structure or a dynamic sculpture. The company name 'HOFESH SHECHTER COMPANY' is written in white, uppercase letters.

HOFESH SHECHTER COMPANY

Somerset House
New Wing, Strand
London WC2R 1LA

PERSON SPECIFICATION

We welcome applications from candidates who are able to demonstrate relevant experience, motivation and an understanding and appreciation of the work of Hofesh Shechter Company.

Essential:

- Demonstrable track record of successful fundraising from corporates and individual donors in the arts or cultural sector.
- Demonstrable experience of creating and implementing fundraising strategies to meet targets and of securing and retaining support.
- Demonstrable knowledge and understanding of building new and nurturing existing individual donors and corporate relationships and partnerships.
- Excellent writing skills and the proven ability to write succinct, accurate and compelling proposals with close attention to detail.
- Excellent interpersonal skills, both in person and on the telephone, and ability to communicate and negotiate with ease at all levels.
- Excellent administrative and organisational skills and the ability to multi-task.
- IT literate on MS tools (Word, Excel, Power Point).
- Team player.

Desirable:

- Successful experience of fundraising for the dance sector.
- Understanding of the opportunities and challenges of fundraising for a producing and touring company which works extensively outside the UK.
- Track record of successful bid writing to charitable trusts linked to HNWIs or corporates.
- Experience of using CRM (customer relations management) database.
- Experience of managing cultivation events for HNWIs or corporate partners.
- Knowledge of trends in CSR, Cause Related Marketing, sponsorship, and corporate staff engagement.

Personal Qualities:

- Relishes the opportunity to work in a dynamic organisation to identify strategic opportunities and translate these into financial benefit.
- Energetic, self-motivated, able to use initiative and to work both independently and as part of a team.
- Able to work some evenings and weekends.
- A commitment to Hofesh Shechter Company's artistic vision.

The top of the page features a dark red rectangular box containing the company name and address. The background is a complex, abstract graphic composed of overlapping, swirling lines in shades of red, orange, and blue, resembling a stylized anatomical structure or a network of connections. The lines are thick and have a hand-drawn, sketch-like quality.

HOFESH SHECHTER COMPANY

Somerset House
New Wing, Strand
London WC2R 1LA

HOURS AND PLACE OF WORK

This is a part-time, fixed term contract for 12 months with the possibility to extend. The post-holder will be required to work at least 1 day from our production office at Somerset House in London and the post-holder may be required to work weekends, evenings and travel for special events due to the nature of the organisation. Our office hours are Monday - Friday 10am to 6pm, with an hour for lunch.

Salary:	£30,000-£35,000 pro rata, depending on experience
Terms:	Part-time, fixed-term contract for 12 months with the possibility to extend
Hours:	2-3 days per week

Deadline for applications: Wednesday 18 September, 12 noon

References: an offer of employment is subject to satisfactory references and confirmation of right to work in the UK. References will be taken up before a job offer is made.

Hofesh Shechter Company encourages candidates from any background to apply for this post. We are committed to creating a workforce which is representative of our society to help shape what we do and how we work.