



12
Ensemble

Development Director
Job Description

12 Ensemble

Studio XII Ltd.
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DEVELOPMENT DIRECTOR - JOB DESCRIPTION

OVERVIEW

Having developed the 12 Ensemble over the last decade from a like-minded group of friends into one of Europe's leading ensembles, Artistic Directors Eloisa-Fleur Thom and Max Ruisi are now seeking a Development Director (1 day a week, with a view to increasing) to join our rapidly expanding team and lead on all fundraising activities.

The Development Director will be responsible for increasing our funding from all sources, predominantly through Trusts, Foundations and Arts Council England but also including Corporates and Individuals. They will play the lead role in securing funding for vital organisational overheads, plus projects including concerts and tours.

Currently a limited company, the ensemble is in the process of transitioning to becoming a registered charity. During this transition period, you will be responsible to identifying, researching and completing relevant funding applications available to charitable organisations in preparation to be submitted as soon as our charitable status is confirmed.

You will work closely with the Artistic Directors and Finance Officer to gain an in-depth understanding of all projects, including budgets, which will enable you to make applications to carefully targeted potential sources. You will also devise a Development Strategy which will inform 12 Ensemble's fundraising activities over the coming five years.

ABOUT THE 12 ENSEMBLE

The 12 Ensemble is a pioneering un-conducted string ensemble, rapidly developing a reputation as one of Europe's most exhilarating collectives and moving audiences worldwide with powerful musical experiences.

Formed in 2012 by Artistic Directors Eloisa-Fleur Thom & Max Ruisi, the 12 Ensemble's unique approach to rehearsing, performing & programming sets them apart as a trend-setting ensemble relevant in today's shifting musical landscape. Exploring great music of the past alongside ground-breaking new commissions and collaborations with outstanding contemporary artists, the ensemble sets itself no boundaries and reaches diverse audiences with exceptional musical experiences.

In demand internationally, the ensemble perform at leading venues including the Barbican, Royal Albert Hall, Wigmore Hall, Berlin Philharmonie. The group have also made appearances at leading festivals including the BBC Proms in 2019 + 2020, as well as multiple broadcasts on BBC TV, Radio 3 + Radio 6 Music.

The ensemble have collaborated closely with contemporary artists such as Max Richter, Jonny Greenwood, Nick Cave and Laura Marling plus bands including The National and Daughter.

JOB DESCRIPTION

Job Title: Development Director

Role purpose: A crucial new role in our rapidly expanding organisation, the Development Director will be responsible for increasing our funding from all sources, gaining an in-depth understanding of all projects (including budgets) and make applications to carefully targeted potential sources. You will also devise a Development Strategy which will inform 12 Ensemble's fundraising activities over the coming five years.

Salary: £200 a day, one day a week. Freelance position on initial 1yr contract (with potential to extend).

Location: Remote working

Reports to: Artistic Directors

Key Responsibilities:

- Research appropriate Trusts, Foundations, Individuals and Corporate sponsors to whom you will make written applications.
- Write applications which meet our funding needs and the giving criteria of potential donors, and submit applications.
- Secure funding for core operating costs of the organisation as a priority.
- Attend 12 Ensemble projects as necessary to gain an in-sight into their success.
- Write post-project reports to major funders, as required.
- Take the lead, working in co-ordination with the Artistic Directors on applications to Arts Council England.
- Maintain a data-base of all applications made and their outcome.
- Organise fundraising events to attract support particularly from individual donors.
- Devise a Development Strategy which will inform 12 Ensemble's fundraising activities over the coming five years.

Person specification:

- A broad and deep understanding of the current fundraising landscape – including the motivation behind organisations' inclination to give, whether corporate, trusts, individuals or Arts Council England.
- A very high standard of written and spoken English.
- Ability to identify and follow up in a timely manner on all potential sources of funding
- Ability to work from home, with your own computer, phone and all other equipment needed to fulfil this role
- Thoroughness and attention to detail
- Self-motivated with the ability to work independently
- Excellent communication skills - concise and articulate when reporting to the Artistic Directors
- Possesses the ability to minimise complexity and simplify processes, alleviating unnecessary tasks for the Artistic Directors
- Highly computer literate

HOW TO APPLY

To apply for this role, please send your CV and a covering letter to: max@the12ensemble.com
Application deadline: 5pm, Friday 4th February 2022 | **Interviews:** Mid - late February