



POSITION DESCRIPTION

Development Manager – Maternity Cover (Part time, 0.6 FTE)

Company profile

Bangarra is an Aboriginal & Torres Strait Islander organisation and one of Australia's leading performing arts companies, widely acclaimed nationally and around the world for its powerful dancing, distinctive theatrical voice and utterly unique soundscapes, music and design. Under the visionary leadership of Stephen Page, Artistic Director since 1991, Bangarra has created an extensive repertoire of distinctively Australian experiences weaving traditional and modern cultures seamlessly into its award-winning dance theatre productions. With studios at Sydney's Walsh Bay, Bangarra tours extensively to national, regional and remote centres across Australia and internationally each year.

Position Description

The Development Manager reports to the Director, Development and is responsible for establishing, building and managing successful relationships with existing and potential corporate partners.

The Development Manager is also responsible for building a strategic approach to growing Bangarra's donor base – with an emphasis on major gifts and partnerships with philanthropic Trusts and Foundations.

This role works within the Development team, which consists of the Director, Development and the Patrons Manager.

Areas of Responsibility

1. Corporate Partnerships

- 1.1. Working closely with the Director, Development, manage and grow relationships with Bangarra's current corporate sponsors ensuring that all agreements are appropriately leveraged; reporting requirements are met; and contract renewals/negotiations are managed in a timely and positive manner.
- 1.2. Develop and implement a strong strategy (research, identify, approach) to cultivate new sponsorship income from prospective sponsors; create innovative and creative partnership packages; and develop clear agreements when new sponsors are signed.
- 1.3. Manage all corporate performances delivered by Bangarra – liaising with the company's Production and Creative team and fostering the potential for ongoing relationships with any clients.

2. Major Gifts

- 2.1. Working closely with the Director, Development, further develop and manage Bangarra's philanthropy program, with a primary focus on major gifts, bequests and partnerships with philanthropic Trusts and Foundations, as well as ensuring the continued growth of the company's regular giving programs.
- 2.2. Develop a 'middle donor' strategy' with the primary purpose of growing Bangarra's \$2K+ donors into the major giving category (\$10K+).
- 2.3. Identify, cultivate and solicit gifts from prospective individual major donors and ensure relationships with current individual donors are maintained and developed appropriately for Bangarra

- 2.4. With the Director, Development, provide strategic guidance to the Patrons Manager in the development and implementation of strong public fundraising campaigns/appeals.
- 2.5. With the Patrons Manager, maintain a robust fundraising events program for Bangarra.

3. Relationship Management

- 3.1. Develop credible relationships with senior staff of Bangarra to ensure their endorsement of the development strategy and their active participation in relevant fundraising initiatives.
- 3.2. With the Patrons Manager, ensure appropriate acknowledgement of corporate and philanthropic partners, across all publications and marketing material.
- 3.3. With the Patrons Manager, ensure the Bangarra database is maintained with key stakeholders for opening night invitation lists and other communications
- 3.4. Work closely and collaboratively with Bangarra's Marketing and Communications team to ensure collateral required to support fundraising initiatives and any communication to donors is in line with the company's branding and marketing strategy
- 3.5. Undertake any other duties as reasonably requested by the Director, Development.

Key Criteria for Success

Within 12 months, you will have:

1. Delivered and built on Bangarra's prospective sponsorship strategy
2. Delivered and built on Bangarra's major gifts strategy, incorporating bequests
3. Delivered and built on Bangarra's middle donor strategy
4. Established excellent working relationships with key staff members, and all stakeholders
5. Exceeded budgeted amounts in philanthropic income – including annuity and new revenue
6. Maintained and renewed existing sponsorship income
7. Secured new sponsorship income as per budget

Skills & Expertise

1. High level of relationship management skills
2. Highly developed written, oral communication, negotiation and presentation skills
3. Proven ability to prioritise a high workload and juggle competing demands
4. Strong interpersonal skills
5. Ability to work autonomously but as part of a small team with ability to provide mentorship support to junior members

Bangarra Dance Theatre considers that being Aboriginal and/or Torres Strait Islander is a genuine occupational qualification under s14 of the Anti-Discrimination Act 1977 (NSW).

Application Details

Employer Type: Not for Profit

Category: Arts Management / Development

Location: Walsh Bay, Sydney

Salary & Start Date: TBC

To join our fantastic and passionate team, please send your CV and a cover letter outlining how your skills meet the criteria of the role to: jobs@bangarra.com.au by COB Wednesday 14 February 2018.