

Yorkshire Dales Millennium Trust

Job Description: Development Director

November 2024



Position: Development Director

Responsible to: Chief Executive

Location: YDMT Offices, Clapham, North Yorkshire

Salary: Band: £50,630 - £56,173

Full Time (35 hours per week). Mix of office and home working. Will consider part time at four days a week.

Job Purpose:

1. Leadership of the organisation as part of the Executive Leadership Team
2. Leadership of fundraising and marketing team to raise voluntary income
3. Development of projects through large-scale funding bids

Our Organisation:

We are a small charity doing big things to help to protect and enhance the People, Landscape and Wildlife of the Dales.

For 27 years we have delivered diverse and inspirational projects, helping to plant 1.6 million trees and securing the future of more than 850 hectares of wildflower hay meadows, creating habitats for our wildlife and combatting climate change. We are passionate about inspiring disadvantaged groups and future generations to care for this special area.

Our ambitious fundraising strategy has enabled us to grow and maintain our annual voluntary income above £1.5m. We aim to continue to secure new partnerships to increase our ability to help tackle climate change, biodiversity loss and connect more people with nature. We are committed to providing the highest level of stewardship to our donors and partners, inspiring them to continue to make regular donations and multi-year commitments.

The Development Director will play a key role in creating and implementing a new fundraising strategy, aiming to build on the charity's success.

How we work:

- We deliver transformative projects for people and nature, and use our skills to enable other organisations to increase their impact.
- We raise and distribute funds, providing flexible grants and guidance supporting innovative community-led action where it is needed most.
- We are firmly rooted in our communities and have a greater impact by joining forces with our partners.

Yorkshire Dales Millennium Trust

Job Description: Development Director

November 2024



Our VALUES guide everything we do:

- **Enabling** – We make real practical things happen and are approachable, collaborative and inclusive, valuing people’s opinions in everything we do
- **Caring** – We are passionate about supporting the people, landscape and wildlife of the Yorkshire Dales and are committed to being sustainable
- **Creative** – We thrive on new challenges and act with entrepreneurial spirit in order to make a positive difference to this special area
- **Honest** – We always act with integrity and are open, clear and fair

Main Responsibilities:

Leadership of the Organisation

As a member of the YDMT Executive Leadership Team, supporting the Chief Executive in:

- a. Providing leadership, vision and direction - assisting the Board to set and implement the strategic direction of YDMT.
- b. Responsibility for management and administration of the organisation in the execution of the Board’s policies.
- c. Ensuring that the Board receives appropriate reports, advice and information on all relevant matters and enabling it to fulfil its governance responsibilities.
- d. Support the overall development of staff, role modelling our values and behaviours.

Leadership and line-management of YDMT’s Fundraising and Marketing team

- a. Ensure that a long-term strategy is in place for fundraising which is regularly reviewed and in line with wider YDMT organisational strategy.
- b. Provide accurate budgeting and forecasting for our income of £1.5m per year, across multiple funding streams.
- c. Develop new voluntary income streams, build relationships with major trusts and foundations, philanthropists and corporate supporters. Work closely with the team to identify opportunities and produce compelling proposals.
- d. Maintain and grow supporter relationships, working with the team to provide the best stewardship of our supporters.
- e. Enable the team to deliver high-impact, creative PR campaigns and communications that will raise the profile of YDMT’s work and help us deliver our organisational goals.
- f. Help to grow our individual giving through the effective management of our CRM database (Raisers Edge) to improve the acquisition and retention of donors.

Yorkshire Dales Millennium Trust | Main Street | Clapham via Lancaster | LA2 8DP
T 015242 51002 | F 015242 51150 | E info@ydmtd.org

www.ydmtd.org Registered Charity No. 1061687 | Company Limited by guarantee | Registered in England No. 3236813

Yorkshire Dales Millennium Trust

Job Description: Development Director

November 2024



Development of projects through large-scale funding bids

- a. Work with project teams to fully fund our work, clearly identifying funding gaps and supporting the creation of major bids and impact reports.
- b. Understand public sector and National Lottery funding opportunities to develop applications, working across our project teams and with our partners.
- c. Support the monitoring and evaluation of projects to ensure that we are collecting impact data in line with our strategy. Help to ensure that we are demonstrating to stakeholders the benefits of our work and that we are meeting any grant conditions.
- d. Identifying opportunities for new projects working with external partners, including NGO's, Local Authorities and corporate partners.

General:

- Carry out duties with due regard to the well-being and safety of others at all times.
- All staff members are expected to volunteer to support and assist at the occasional evening and weekend event.

This is not intended to be a full description of duties and the post holder may be required to perform any other duties commensurate with the nature of the post as deemed appropriate and by agreement with the Chief Executive.