



Job title:	Head of Fundraising and Corporate Partnerships
Job location:	Home based with periodic travel throughout the UK
Department:	Fundraising
Responsible to:	Chief Executive
Hours of work:	This position operates on a part-time basis, with a schedule of 3 days per week. Specific working days and hours will be determined upon successful recruitment and may include occasional weekday5 evenings and weekends (subject to seasonal projects/events)
Holiday entitlement:	15 days per annum plus Bank Holidays
Employee Wellbeing	Music Support prides itself on promoting a happy and healthy working environment. You will be auto enrolled into our EAP and Employee Wellbeing scheme and receive an additional 2 days of leave by way of wellbeing entitlement alongside other benefits
Other benefits:	Optional 2% contributory pension plan
Contract Type:	Permanent
Salary:	Competitive (FTE)
Other Start date:	Training and supervision provided. Immediate start and dependent on notice periods

## **Music Support - Vision**

We empower our community to navigate the highs and lows of the music industry and achieve their full potential.

## **Music Support - Mission**

Music Support, an independent charity with eight years of experience, provides dedicated support to music professionals and their families facing challenges related to substance misuse and mental health issues. We offer confidential, person-centred assistance, fostering self-awareness and addressing harmful behaviours. Through education and advocacy, we challenge stigma, promote open dialogue, and provide tools for sustaining positive mental well-being, leveraging a peer-led approach grounded in real-world experience.

## **Music Support – Values**

- **Compassion:** Prioritising empathy and understanding in all interactions.
- **Courage:** Boldly confronting stigma and shame surrounding mental health and substance misuse challenges.
- **Community:** Uniting individuals from diverse backgrounds to support each other and promote collective well-being within the music industry.

## **Head of Fundraising and Corporate Partnerships**

### **Overview:**

The Head Fundraising and Corporate Partnerships is responsible for developing and implementing strategies to secure Music Support funding and manage new and existing relationships with corporate partners to support the organisation's vision, mission and support services for peers working in the music industry.

### **Role and Responsibilities:**

1. Develop and execute comprehensive fundraising and corporate partnerships strategy, in collaboration with the CEO to meet annual revenue targets.
2. Identify, cultivate, and solicit individual and corporate donors working alongside the CEO. Including securing sponsorships, grants, and in-kind donations.
3. Establish and maintain strong relationships with corporate partners, sponsors, and stakeholders, ensuring their continued engagement and support.
4. Collaborate with the marketing and events team to create compelling fundraising materials and campaigns.

5. Research and analyse potential funding sources, grant opportunities, and corporate partnership prospects.
6. Coordinate fundraising events, campaigns, and initiatives to generate revenue and increase donor participation.
7. Oversee donor and sponsor recognition programs, ensuring timely acknowledgment and stewardship of contributions.
8. Develop a new charity ambassador strategy to create powerful new stakeholders who support our vision and increase reach
9. Monitor and evaluate fundraising activities, tracking progress towards goals, and making adjustments, as necessary.
10. Stay informed about industry trends, best practices, and regulatory requirements related to fundraising and corporate partnerships.
11. Prepare regular reports on fundraising activities, financial performance, and donor/sponsor engagement for management and board review.

**Qualifications:**

1. Evidence of a senior position, or relevant degree in business, nonprofit management, or related field.
2. Experience of working in, or high levels of knowledge of the infrastructure of the music industry
3. Minimum of 3 years of experience in fundraising, corporate partnerships, Trust and Foundations or related roles.
4. Proven track record of successfully securing funding and managing relationships with donors and corporate partners and Trusts and Foundations.
5. Excellent communication, negotiation, and interpersonal skills.
6. Strong project management, organisational abilities and attention to detail.
7. Ability to work independently and as part of a collaborative team environment.
8. Proficiency in fundraising software, CRM systems, and Microsoft Office Suite.
9. Knowledge of ethical fundraising practices, regulations, and compliance standards.
10. Passion for the organisation's mission and dedication to making a positive impact in the community.

**Additional Information:**

1. This is 3 day per week position based at home with remote working and the need for regular attendance at meetings in London and other major UK cities
2. Occasional travel may be required for donor meetings, events, and conferences.
3. Salary and benefits will be commensurate with experience and qualifications.