

Development Manager



ABOUT THE ROLE

A key income-generation role responsible for growing The Roses' philanthropic and contributed income. Working closely with the CEO and Head of Marketing & Development, you'll lead the cultivation, stewardship and growth of individual giving, corporate support, patron schemes and donor development — shaping and delivering a sustainable development strategy for an ambitious arts charity with deep community roots. This is a genuine growth opportunity: ideal for a fundraiser ready to step into a broad, senior-facing role, with direct exposure to trusts and grant-making alongside the CEO.

Perhaps you've been in a Development Officer role at a medium or large charity and are looking to take on more responsibility. Or perhaps you have strong experience in one area of fundraising and are looking to grow your experience across others — either route could be a great fit for this role.

Reporting to: Marketing Manager

Location: The Roses Theatre, Tewkesbury (hybrid and flexible working available)

Contract: Permanent (subject to funding)

Hours: 4–5 days per week (0.8–1.0 FTE)

Salary: £27,000-£30,000 FTE

Job Share: Applications for job share arrangements are welcome.

KEY RESPONSIBILITIES

Individual Giving and Patron Development

- Lead and grow individual giving and patron programmes, recruiting, retaining and stewarding donors at all levels through engaging supporter journeys.
- Manage relationships with existing patrons and donors while identifying and cultivating new prospects to grow numbers and lifetime value.
- Build compelling cases for support linked to organisational priorities.

Corporate Partnerships and Sponsorship

- Research and develop new sponsorship, partnership and philanthropic prospects, creating tailored proposals with the marketing team.
- Steward corporate supporters to maximise retention and value, working with colleagues and trustees to unlock high-value opportunities.

Trusts and Foundations

- Oversee the trusts and foundations identifying prospects, writing applications and manage the trusts and foundations pipeline.
- Coordinate project information, budgets and evaluation data for applications, and ensure timely funder reporting and strong grant relationships.

Development Strategy

- Contribute to the Development Strategy alongside the CEO, Head of Marketing & Development and trustees, identifying new fundraising opportunities.
- Monitor performance against targets, report regularly to senior management, and maintain accurate records and pipelines.

Donor Engagement

- Lead donor recruitment, stewardship and engagement around performances, campaigns and events, working with the Marketing & Events Officer on cultivation events.
- Develop deeper supporter engagement opportunities and support campaigns to attract new donors and strengthen existing relationships.

Marketing Collaboration

- Work with marketing to ensure strong donor recognition, and collaborate on print materials and impact reporting.