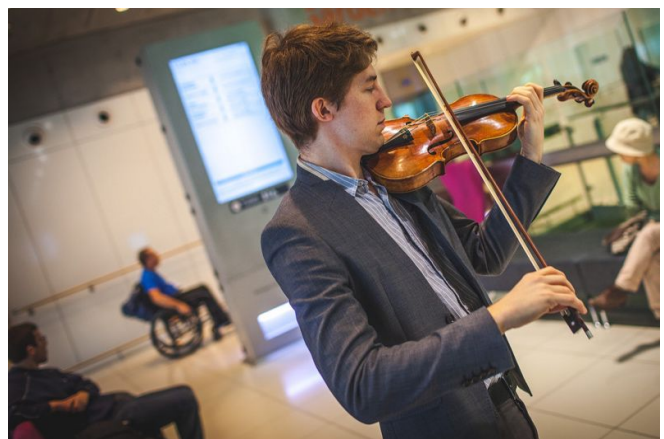
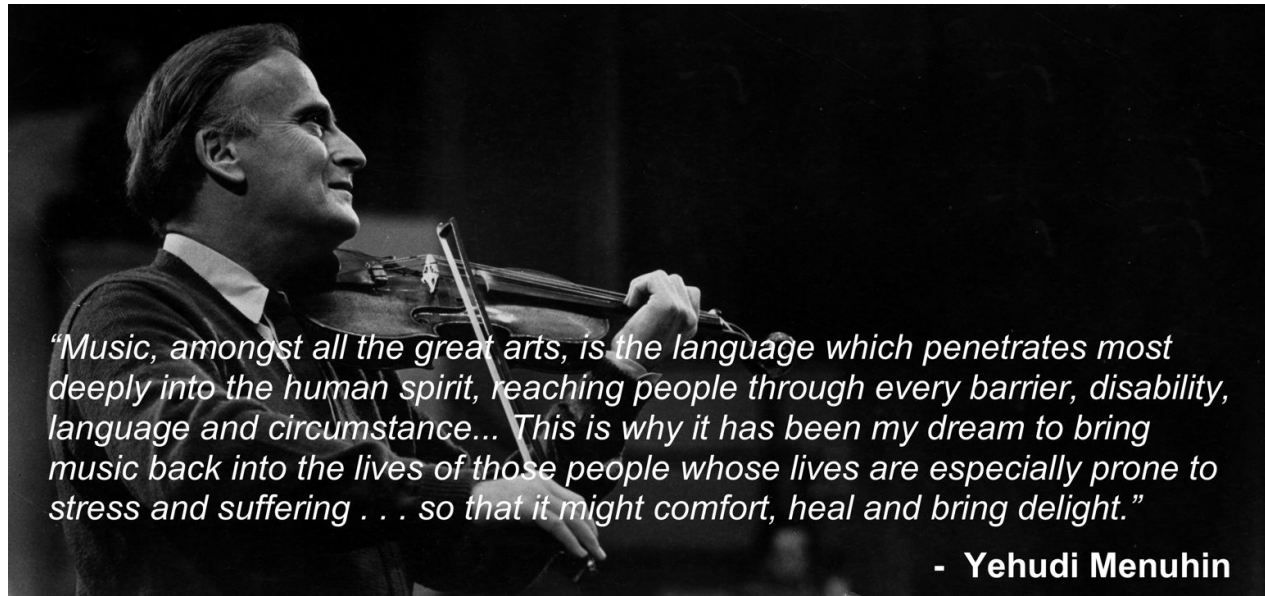


LIVE MUSIC NOW
BRINGING MUSIC TO LIFE
DEVELOPMENT DIRECTOR PACK





Thank you very much for your interest in the new Development Director post.

Live Music Now (LMN) is a UK-wide initiative, created by Yehudi Menuhin and Sir Ian Stoutzker in 1977. Since then, we have given over 70,000 interactive music sessions, for over 2.5 million people.

Engagement with live music has been shown to bring measurable health, social and educational benefits. This is particularly the case for older people living with dementia or loneliness, or children with special educational needs and disabilities. Their lives can be transformed through music, if done well.

LMN musicians are young professionals, at the start of their career. They usually work within ensembles, and are drawn from a wide variety of genres, covering classical, world music, folk music and jazz. Each year, we deliver around 3,500 participatory performances and specialist workshops, reaching over 120,000 vulnerable children and adults throughout the UK.

We are united by the following 5 core beliefs of LMN.

1. Engagement with live music can improve life, and have profound and long-lasting impacts on health, wellbeing and development.
2. Everyone has the right to access high quality live music, representing the full diversity of UK culture and beyond.
3. A fulfilling and creative life is a vital element of wellbeing and social development.
4. Music programmes delivered in community settings should be of the highest possible quality, with artistic excellence and integrity at the forefront, informed by academic research.
5. Musicians at the outset of their careers need support to thrive as creative artists, and exposure to work in outreach settings can enable them to flourish, provided they are carefully supported throughout.



DEVELOPMENT DIRECTOR

Salary	£35,000 - 40,000 (depending on experience)
Job type	Full-time, though part-time would also be considered for the right candidate
Starting	October 2019
Location	This post will be based at Somerset House in London. However, some home working and travel around the UK will also be necessary.
To Apply	Please send CV and covering letter to jobs@livemusicnow.org.uk by 30 August . Please include the names and contact details of two referees who are in a position to comment on you professionally, with a brief indication of how long and in what capacity they have known you (referees will not be contacted before an offer has been made).
Shortlist notification	Wednesday 4 September 2019
Interviews	Thursday 12 September 2019 (at Somerset House, London)
Notification	We regret we are unable to acknowledge receipt of applications. If you have not heard from us within two weeks of the closing date, please assume your application has not been successful on this occasion.

Live Music Now is at a very exciting point in its development, with growing recognition for the quality and impact of our work in a wide range of specialist settings, including special schools, care homes, hospitals and more. We were a Finalist in the Charity Awards 2019, and our work has been endorsed by the Care Quality Commission and Public Health England.

In October 2018, we appointed a new Chairman in Sir Vernon Ellis. He has brought fresh momentum and energy to the charity, making several new board appointments, and exploring our role as the leading national charity for music in challenging contexts. We have an excellent and friendly staff team in place, with particular expertise in strategic leadership, project management, research and marketing.

For many years, LMN's income has primarily been drawn from charitable trusts and foundations, public funds and contributions from beneficiary organisations. With support from LMN's trustees, we now want to develop strategies for other income streams: including major donors, individual giving, corporate sponsorship and legacy giving. This is an opportunity to make a significant difference to the lives of hundreds of thousands of people around the UK, working with musicians and project leaders of the very highest quality.

If you have existing experience of the above types of fundraising, this would be an advantage; but it is not essential. We are looking for someone who is comfortable talking to people from different backgrounds, including wealthy individuals; and who can tell our story in an engaging and compelling way.

You will be interested in the impact our work can make to the wellbeing of disadvantaged people, and have the ability to convey this in ways that relate to the interests and motivations of potential donors.

You must also be well-organised, and confident with written and public presentations.



You will be joining a highly accomplished and friendly team of project managers and strategic directors. Working closely with our new Chairman, other members of the Board and our Executive Director, your first task will be to help create a new strategy for major donors. We do not expect you to come with an existing address book of potential donors, as our Board will help with this process. They are already very engaged and keen to help.

This will be a new senior post within the LMN team, and will report directly to the Executive Director. You will need to work with our marketing staff in particular, as well as helping our regional teams to develop their own approaches to individual fundraising. The post does not have any direct line-management responsibilities. There will be lots of support, but you must be prepared to work independently.

We have not yet set a fundraising target for the first year. We would set this together with you, as part of creating the new strategy.

If you feel you have the skills and experience for this post, we would love to hear from you. Please send us a CV and covering letter to jobs@livemusicnow.org.uk, setting out your most relevant experience and how you might approach the post, by **30 August 2019**.

Live Music Now is committed to being an Equal Opportunities employer and as such we actively encourage applications from LGBT (lesbian, gay, bisexual and transgender) people, people with disabilities and people from black, Asian and minority ethnic backgrounds.

If you have any questions, or would like to submit your application in another format, please contact Emily Roberts at 020 7759 1126 (from 1 August) or emily.roberts@livemusicnow.org.uk.

