

## ABOUT THE ROLE

**Job Title:** Head of Individual Giving and Campaigns

**Contract:** 12-month self-employed contract, with the option to extend beyond 12 months, subject to review.

**Fee:** £21,000 per annum (paid in monthly instalments)

**Hours:** This Role is based on an approximate equivalent of **0.3 FTE** though workload will vary across the year depending on Festival activity at any given time. The fee equates to a full-time equivalent salary of **£70,000**.

**Start Date:** As soon as possible (newly created role)

**Location:** London, or within easy reach of London

**Reporting Line:** Festival Director.

This role is offered on a **self-employed basis**. The post holder will be responsible for their own tax and National Insurance contributions and will invoice the London Handel Society monthly for services delivered.

All employees of the London Handel Society work remotely; however, the post holder will be expected to attend in-person meetings, meet with current and prospective donors, and attend events, predominantly in London, as required for the delivery of agreed objectives.

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## ABOUT THE LONDON HANDEL SOCIETY

*Enriching lives through Handel's music.*

Founded in 1978, the London Handel Society is the only year-round organisation in the UK dedicated to the celebration and performance of the music of George Frideric Handel. At the heart of the Society's work is the annual **London Handel Festival**, an internationally renowned celebration of Handel's music held each spring in London.

Over recent years, the organisation has undergone significant expansion in both its artistic programme and ambition. This includes the appointment of the world-renowned ensemble **Arcangelo** as Principal Ensemble in Residence and the development of the **Handel Opera Studio**, which has gained a critically acclaimed reputation for its groundbreaking productions. In addition, the Society has expanded its year-round programme of concerts alongside enhanced learning and participation activity.

As the Society looks ahead to **2028**, a landmark year marking its **50th anniversary**, it is embarking on an ambitious period of strategic growth and long-term sustainability. A central feature of this anniversary will be the successful delivery of the Society's **Future Fund Campaign**, a major seven-figure fundraising campaign designed to secure and underpin the Society's future.

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## **ROLE OVERVIEW**

The London Handel Society seeks an experienced fundraising professional to provide services in the newly created role of **Head of Individual Giving and Campaigns**.

The post holder will play a key role in strengthening the organisation's pipeline of support from individual donors. A central focus of the role will be the successful delivery of the Festival's **Future Fund Campaign**.

This role offers an exciting opportunity to shape and grow individual giving at a pivotal moment in the development of one of the UK's most treasured cultural organisations. The Head of Individual Giving and Campaigns will work collaboratively alongside the Head of Development, who leads on Trusts and Foundations income, legacy giving, and the Friends and membership programmes.

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## **ROLE RESPONSIBILITIES**

### **Strategy & Leadership**

- Strengthen and develop the individual giving strategy in alignment with the Society's values and strategic objectives
- Work collaboratively with the Festival Director to agree and manage budgets for individual giving and fundraising campaigns

### **Donor Relationships**

- Work with the Festival Director to strengthen, cultivate, and nurture existing relationships with major donors to the London Handel Society
- Research, identify, and develop a strong pipeline of new major donors and individual supporters
- Ensure excellent supporter care and deliver meaningful engagement opportunities throughout the year
- Work collaboratively with the Head of Development to strengthen high-level membership programmes

### **Campaigns**

- Oversee, plan, deliver, and administer the London Handel Festival Future Fund Campaign
- Identify and explore opportunities for additional high-impact fundraising campaigns linked to the Festival's values, mission and purpose.

## **Events**

- Plan and deliver a programme of high-quality events to support donor cultivation and stewardship, particularly in relation to the Future Fund Campaign and the flagship Spring Festival
- Attend concerts, performances, and external events as appropriate to the delivery of agreed fundraising objectives

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## **PERSONAL SPECIFICATION**

### **Essential**

- Proven experience of fundraising and development within the arts or cultural sector
- Demonstrable track record of securing long-term support and significant one-off donations
- Experience of building and managing relationships with high-net-worth individuals
- Strong communication and interpersonal skills
- Ability to work proactively, manage multiple priorities, and meet deadlines
- Commitment to the values and mission of the London Handel Society

### **Desirable**

- Experience of working on seven-figure future fund campaigns
- Knowledge of classical music or the wider performing arts sector

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## **HOW TO APPLY**

Please send a CV and a short letter of application outlining your suitability for the role and relevant experience to:

**[andrea.lee@londonhandelfestival.org.uk](mailto:andrea.lee@londonhandelfestival.org.uk)**

**Application deadline:** 23rd January

**Interviews:** Week commencing 2nd February