



Development & Fundraising Manager for the London Gay Men's Chorus



For more info, visit lgmc.org.uk/join-us

About Us

The London Gay Men's Chorus (also known as the LGMC, or the Chorus) is at an exciting stage as a charity having just launched our new vision, mission and values to guide the development of the Chorus on the next stage of our journey. Our vision - or the change we want to see in the world - is “***Everyone Brought Together Through Song***”.

Our part in making this vision real (also known as our mission) is to “***create, enable and connect confident voices across communities with fun, hope, love, joy and fearless allyship***”. And we're guided by our values of “***all-in, harmony, community and transformation***”.

We were founded in 1991 when nine brave singers first performed as "The Gay Choir" at Angel tube station. We have since evolved into a performing arts charity with more than 300 members including over 200 performers. Our first performance was to raise money for the Terrence Higgins Trust, and we are proud to continue this tradition and work regularly with many other charities and partners.

A small team of professionals - including this new role - support our two standing choirs who perform throughout the year and at short series of concerts in both the summer and winter. We regularly take part in LGBTQ+ and Arts festivals in the UK, Europe and sometimes further afield. Recent collaborations have included West End shows, TV productions, performances at embassies, and Pride-based events.

LGMC Development & Fundraising Manager

Reporting to the Board through the Chair of the Development Committee, you will take a leading role in devising our development strategy, delivering robust and sustainable fundraising programmes to help us expand our work over the coming years.

As we move our way of working to focus more on project-based initiatives, you will seek both project funding as well as operational funding.

You will work closely with the Board and its Development Committee and staff to establish new funding relationships with high net-worth individuals, companies, charitable foundations and other donors who align with our values, as well as develop individual giving and legacy schemes to grow our income sustainably and guarantee the long-term stability of the Chorus.

You will be a self-starting and experienced fundraiser, with demonstrable success in securing major donations from individual, corporate and trust donors and sponsors, as well as a wider understanding of other income streams. Your ability to build a compelling case for support and present this to a range of and sponsors in an engaging way will be central to this role.



The Opportunity in Summary:

Engagement Status: Negotiable but a self-employed contract is anticipated. Terms and Conditions will be in line with those of other employees or consultants, depending on the nature of the agreement.

Salary: The total annual budget for this role is £32,000 to £40,000, dependent on hours worked and experience. We anticipate a regular monthly invoice.

Hours & Location: Negotiable, but we anticipate 2-3 days per week. You will be working from your own home-based office, and attending London-based meetings either face-to-face or online when appropriate.

You will manage your own time and the hours worked will vary from month to month, to be averaged out over the year, to include occasional evening and weekend work.

Your responsibilities:

The priorities of the role at any one time will be agreed upon once a fundraising strategy and specific targets have been formulated, but we anticipate that at some stage all of the following will come into play:

- Major Donor Fundraising
- Corporate Funding Relationships, Sponsorships and Donations
- Charitable Foundation and Livery Company Funding
- Government and Lottery Funding
- Individual Giving
- Events



A full role description is available on request

About You

Key Experience & Skills:

- Demonstrable experience securing and stewarding high-value relationships with supporters.
- Excellent presentation/pitching skills.
- Proven success in achieving challenging fundraising targets and meeting deadlines.
- Experience using a CRM system/donor database.

Key Attributes:

- Ability to work effectively and efficiently with a board of Trustees and its committees.
- Showing you are a self-starter who can work with a high degree of autonomy.
- Good at managing priorities and remaining calm under pressure.
- Enjoying being part of a committed and hardworking team working in alignment with the values of the LGMC.

A more comprehensive list of essential and desirable experience, skills and personal attributes can be found in the role description, available on request.

Our Approach to Recruitment

We are an equal opportunities organisation, and firmly believe that anyone who joins us can provide a unique perspective and valuable contribution to the lives of the people we work with. Applications from individuals are encouraged regardless of age, disability, sex, gender, gender identity, sexual orientation, pregnancy and maternity, race, nationality, ethnicity, religion or belief.

We are committed to making all stages of our recruitment process accessible to candidates with disabilities or neuro-diverse experience. Please let us know about your needs and we will work with you to make reasonable adjustments to ensure you can perform at your best throughout your application.

How to Apply

Submit a CV detailing your relevant skills & experience together with a covering letter (one page only, please!) telling us why you're the right person to join the LGMC family.

We would also very much appreciate you completing our Diversity Monitoring form available on our website.

Email: recruitment@lgmc.org.uk

Closing Date: 5.00pm on Friday, 11th October 2024

Initial interviews will take place on Monday, 4th November 2024

