

Head of Individual Giving

Salary: Circa £30,000 Depending on Experience

Location: Glasgow

Permanent Post



Scottish Opera is Scotland's National Opera Company and one of Britain's largest arts organisations. We take world-class opera to all corners of Scotland, ensuring that as many people as possible can enjoy this wonderful art form.

Following a recent restructuring of the Fundraising & Sponsorship department and the imminent retirement of a key member of the team, this new and challenging post has been created.

Working with the Director of Fundraising and Sponsorship and General Director you will support Scottish Opera in achieving its objectives by leading and driving all aspects of the company's individual and major gift fundraising to maximise potential income.

You will be responsible for identifying prospects capable of generating substantial new income in the form of major gifts and the organising of activities and events to develop and promote legacy giving to the Scottish Opera Endowment Trust. You will also, in conjunction with the Director of Fundraising & Sponsorship, have responsibility for the development and execution of Capital Projects.

You will have line management responsibility for the Patrons Manager providing guidance and support, setting and ensuring income targets are met in line with Scottish Opera's individual fundraising strategy. There will also be a requirement to deputise for the Director of Fundraising and Sponsorship from time to time.

The successful candidate will be preferably educated to degree level with significant demonstrable experience in Fundraising, of which a minimum two years' in a Major Gifts fundraising environment would be preferred. You will be highly driven, with the ability to lead and inspire others, will have outstanding written and verbal communication skills and be creative in order to develop new funding ideas. An interest in the arts and an understanding of an arts environment would be an advantage.

To apply for this exciting new post and request a full job description, or to have an initial informal but confidential discussion, please contact or submit your CV in the first instance to our retained consultant, Peter Caithness, of BoydCaithness Ltd on 01382 530159 or (M) 07803 513056, e-mail peter@boydcaithness.co.uk

Closing Date: 26th March 2010