

London **Philharmonic** Orchestra



DEVELOPMENT DIRECTOR

Thank you for your interest in the Development Director role at the London Philharmonic Orchestra. This is a very exciting time to be joining the Orchestra.

The Orchestra's artistic reputation is on a high, moving into its twelfth season with Vladimir Jurowski as Principal Conductor and Artistic Advisor. Recent highlights include the second part of Jurowski's *Ring Cycle*; a year-long Stravinsky festival; and Brett Dean's *Hamlet* as part of the Orchestra's long-association with Glyndebourne. Its touring takes it around the globe with recent projects achieved through fundraising activities including visits to Japan and the United States of America, where there is a 501(c)3 dedicated to supporting the Orchestra's work.

The Orchestra's Education and Community department, led by Isabella Kernot, works closely with the Development Team and runs a significant range of activities that are highly regarded within the sector and beyond.

The Orchestra's successes have enabled it to build strong audiences and an established network of supporters from individual, corporate and trust backgrounds. Our Development Team has had many successes in recent years and is actively supported by the Board, Advisory Council, Chief Executive and Artistic Director and the Orchestra's musicians. It has recently established an International Board of Governors to bring together high-level international supporters, whilst exciting corporate partnerships with brands such as Dior, Belmond and London Fashion Week have boosted profile as well as income. Our corporate income remains underpinned by a flagship partnership with JTI, which is now in its eleventh season. Recent fundraising celebrations have taken place at Buckingham Palace and Windsor Castle.

We are excited to welcome a new member to the team and the ideas and enthusiasm they will bring.

We look forward to hearing from you.

Yours,

Timothy Walker AM
Chief Executive and
Artistic Director

Victoria Robey OBE
Chairman

Stewart McIlwham
President and Principal Piccolo

London Philharmonic Orchestra

Background Information

One of the finest orchestras on the international stage, the London Philharmonic Orchestra balances a long and distinguished history with its reputation as one of the UK's most forward-looking ensembles. As well as its performances in the concert hall, the Orchestra also records film and video game soundtracks, has its own record label, and reaches thousands of people every year through activities for families, schools and local communities.

The Orchestra was founded by Sir Thomas Beecham in 1932. It has since been headed by many of the world's greatest conductors including Sir Adrian Boult, Bernard Haitink, Sir Georg Solti, Klaus Tennstedt and Kurt Masur. Vladimir Jurowski is the Orchestra's current Principal Conductor and Artistic Advisor, and in 2017 we celebrated the tenth anniversary of this extraordinary partnership.

The Orchestra is resident at Southbank Centre's Royal Festival Hall in London, where it gives around 40 concerts each season. Throughout 2019 we celebrate the music of Britain in our festival *Isle of Noises*, exploring a range of British and British-inspired music from Purcell to the present day, joined by artists including Sir Roger Norrington, Edward Gardner, Thomas Ades, Yefim Bronfman and Janine Jansen.

Outside London, the Orchestra has flourishing residencies in Brighton and Eastbourne, and performs regularly around the UK. Each summer the Orchestra takes up its annual residency at Glyndebourne Festival Opera in the Sussex countryside, where it has been Resident Symphony Orchestra for over 50 years. The Orchestra also tours internationally, performing to sell-out audiences worldwide. In 1956 it became the first British orchestra to appear in Soviet Russia and in 1973 made the first ever visit to China by a Western orchestra. Touring remains a large part of the Orchestra's life: highlights of the 2018/19 season include a major tour of Asia including South Korea, Taiwan and China, as well as performances in Belgium, France, Germany, The Netherlands, Spain, Greece, Switzerland and the USA.

The London Philharmonic Orchestra has recorded the soundtracks to numerous blockbuster films, from *The Lord of the Rings* trilogy to *Lawrence of Arabia*, *East is East*, *The Hobbit: An Unexpected Journey* and *Thor: The Dark World*. It also broadcasts regularly on television and radio, and in 2005 established its own record label. There are now over 100 releases available on CD and to download. Recent additions include Shostakovich's Symphony No. 7 conducted by the late Kurt Masur, and a disc of orchestral works by Richard Strauss including *An Alpine Symphony*, conducted by Vladimir Jurowski.

In summer 2012 the London Philharmonic Orchestra performed as part of The Queen's Diamond Jubilee Pageant on the River Thames, and was also chosen to record all the world's national anthems for the London 2012 Olympics. In 2013 it was the winner of the RPS Music Award for Ensemble.

The Orchestra is committed to inspiring the next generation of musicians. In 2017/18 we celebrated the 30th anniversary of our Education and Community department, whose work over three decades has introduced so many people of all ages to orchestral music and created opportunities for people of all backgrounds to fulfil their creative potential. Highlights include the BrightSparks schools' concerts and FUNharmonics family concerts; the LPO Young Composers programme; the Foyle Future Firsts orchestral training programme; and the LPO Junior Artists scheme for talented young musicians from communities and backgrounds currently under-represented in professional UK orchestras.

The Orchestra's work at the forefront of digital engagement and social media has enabled it to reach even more people worldwide reaching millions of listeners every month: all of its recordings are available to download and, as well as a YouTube channel and regular podcast series, the Orchestra has a lively presence on social media.

London Philharmonic Orchestra

Development Department

The Development Department is responsible for generating income in a creative way and forging links for the future through individual, trust and corporate connections. The Orchestra's Development Team, lead by the Development Director (Development Director; Individual Giving Manager; Corporate Relations Manager; Trust and Foundations Manager (p/t) Development Events Manager; and two Development Assistants) is charged with raising £1.7m-£2m per annum through corporate, trust and foundation, public and individual funding streams. Additionally, the previous Development Director remains at the Orchestra as Campaigns Director working alongside the team focussed purely on major strategic projects.

The Role

- Job title: Development Director
- Reports to: The Chief Executive/Artistic Director and is a member of the senior management team
- Location: London Philharmonic Orchestra, 89 Albert Embankment, London SE1 7TP
- Purpose: In consultation with the Chief Executive/Artistic Director and senior management team you will determine and direct the successful implementation of the London Philharmonic Orchestra's fundraising capabilities.

Key Responsibilities

The Development Director will be responsible for leading the department and working effectively to:

- Set development objectives and successfully implement plans to meet the ongoing needs and goals of the London Philharmonic Orchestra in consultation with the Chief Executive/Artistic Director and General Manager/Finance Director.
- Lead the development team to seek, create and secure new funding streams from corporate clients, individuals and trusts and through special events.
- Present, negotiate and ensure delivery of benefits to prospective supporters of the London Philharmonic Orchestra, both individuals and corporate.
- Ensure the whole range of the London Philharmonic Orchestra's development activities operate efficiently and are effectively supported.
- Liaise with members of the Board, Advisory Council and International Board to engage their support in all areas of development work, encourage their own financial support of the Orchestra and open doors to new areas of funding from corporates, trusts and individuals.
- Mobilise support in the United States of America for the American Friends of the London Philharmonic Orchestra.
- Prepare an annual budget in agreement with the General Manager and Finance Director.
- Recruit, develop and manage the department's specialist staff.
- Liaise effectively with counterparts at the Southbank Centre and other partner organisations to ensure that the London Philharmonic Orchestra's development requirements can be met and delivered to supporters.

London **Philharmonic** Orchestra

- Keep the Chief Executive/Artistic Director informed of all matters concerned with development activities
- Communicate effectively the development goals and strategy to London Philharmonic Orchestra staff, senior volunteers and musicians
- Proactively contribute to the smooth running of the Orchestra as a member of the Senior management team

Person Specification

The successful candidate must be able to demonstrate the following:

- A lively interest in and appreciation of the activities of the London Philharmonic Orchestra and a passionate belief in its mission.
- The ability to secure new funds and the skills necessary to build and sustain existing relationships across all funding streams.
- The ability to communicate positively and effectively with the London Philharmonic Orchestra community, its staff, key stakeholders and audiences.
- Excellent communication, presentation and negotiation skills at the highest level.
- Proven successful performance across a wide range of development activities.
- The ability to lead a highly skilled team.
- Proven qualities of strategic leadership and management.
- The commitment and flexibility to carry out the varied responsibilities of the post, and work effectively with all relevant London Philharmonic Orchestra staff.
- Experience gained in an international context is welcome.

Terms

The salary for this role will be commensurate with experience. The successful candidate will receive a 6% contributory pension scheme. The position holder is entitled to 20 days annual leave per annum, increasing by one day for each full year of service to a maximum of 25 days. The package also includes two tickets for all London concert programmes and four seats for Glyndebourne dress rehearsals.

How to Apply

Please visit the jobs page of the LPO website (<http://www.lpo.org.uk/contact/careers.html>) where you will be asked to complete a short form before uploading your CV and covering letter. If you are unable to apply online please contact David Burke, on **020 7840 4221** or david,burke@lpo.org.uk for further information.

London Orchestra

CVs should include:

- details of relevant achievements and experience as well as educational and professional qualifications
- Details of your notice period and names of two referees, together with a brief statement of the capacity in which they have known you, along with an indication of when in the application process they may be contacted (please note that we will not contact your referees without your express permission)
- An indication of your current salary
- Contact details including day and evening telephone/mobile numbers

The covering letter should summarise your interest in this post, providing evidence of your ability to match the criteria outlined in the Person Specification

Application Process

We are working to achieve diversity and welcome applications from all sections of the community. Successful applicants will be contacted and invited for interview at the London Philharmonic Orchestra offices at a mutually agreeable time.

The closing date for applications is Tuesday 5th March 2019