

Role: Fundraiser  
Contract: Permanent  
Hours: 35 hours per week  
Salary: Circa £30,000 per annum

## **Introduction**

Wasps is a social enterprise engaged in the provision of studio spaces for artists and makers throughout Scotland. A new post has been created for a Fundraiser who will take a lead in securing funding for the organisation, primarily for the Wasps capital development programme and arts enterprise activity.

## **Job Role**

Reporting to the Chief Executive Officer, the role will oversee key aspects of fundraising to achieve the delivery of a number of capital and revenue projects, in particular Inverness Creative Academy Phase 2 and our arts enterprise programme.

The duties of the role include:

1. Creating and implementing compelling and innovative fundraising plans for capital and revenue projects, making relevant funding applications to secure funding from both private and public sources, including Trusts and Foundations.
2. Managing existing relationships with partners and funders for projects, as well as other arts and social enterprise organisations. Identifying and building new partnerships.
3. Overseeing and monitoring claims and compliance activity as defined by the terms of funding and investment partners.
4. Developing and implementing a framework for identifying and evaluating potential new income streams, including sponsorship opportunities.
5. Assisting with the delivery of projects including strategic planning in preparing funding plans which will attract resources, funding and the commitment of partners.
6. Devising a strong cultural, social and economic rationale for projects and building evidence to support it.
7. Any other duties as instructed by the Chief Executive Officer.

## **Skills and Attributes**

1. Educated to degree level or relevant experience in a related position
2. A proven track record of fundraising on capital and revenue projects
3. Experience of working with funders and of preparing funding applications including Trusts and Foundations.
4. Ability to present complex information in formats appropriate to a wide range of circumstances and audiences.
5. Excellent administrative and organisational skills with the ability to develop comprehensive systems and procedures.
6. Excellent interpersonal skills.
7. Excellent communication skills (both oral and written), with the ability to communicate with a wide and diverse range of stakeholders in a format appropriate to each.
8. Ability to efficiently manage workload and prioritise as appropriate to meet targets and deadlines.

9. Ability to work well with internal and external colleagues, collaboratively and in a team-oriented way.

## **Submissions**

To apply please send a copy of your CV along with a covering letter outlining why you consider yourself suitable for this position. Please include contact names, phone numbers and email addresses for 2 referees, one of whom should be your current or most recent employer.

Applications should be submitted by no later than 5pm on Monday 16<sup>th</sup> April 2018, by email to:

Stuart McCue-Dick (Executive Director – Corporate Services) – [stuart@waspsstudios.org.uk](mailto:stuart@waspsstudios.org.uk)

Submissions should be titled: ***Private and Confidential - Job Application***

## **Enquiries**

For initial discussions regarding the role please call Audrey Carlin, Chief Executive Officer on 0141 553 5890.

## **About Wasps Studios**

Wasps has a 40 year track record of supporting the arts community in Scotland and we have grown to become one of the UK's largest studio providers. We currently house 800 visual artists, 35 arts charities and 33 creative businesses at 18 sites from the Scottish Borders to the Shetland Islands. Their work in turn touches the lives of thousands of people across Scotland and beyond.

As an organisation we are financially self-sufficient for our core operations. We apply for external capital and revenue funding for any new activity, including our capital development programme and arts enterprise activities. To date we have raised c.£28 million to invest in buildings for creative use across Scotland. We now own approximately two thirds of our property portfolio, managing 600 permanent studios.

In addition, our activities support the regeneration of many deprived communities across Scotland. We redevelop redundant, historic buildings into beautiful facilities for artists and creative industries, improving the physical appearance and economy of the communities in which they are located.

Our plans for the future are exciting! We are currently onsite in the Highlands with Phase 1 of Inverness Creative Academy and will be onsite in summer 2018 with Perth Creative Exchange. These projects will deliver over 60 new studios for artists in these locations. We also have a programme of property upgrades and energy efficiency initiatives planned over the coming years as part of our recently completed Business Plan for 2018-23.

We are currently fundraising for Inverness Creative Academy Phase 2, valued at £3.6m, with a Stage 2 Heritage Lottery Funding application now under preparation. This project will be a priority for the post initially.

Wasps also delivers a range of arts enterprise activity from professional development programmes, to exhibition, workshop and residencies opportunities for our creative tenants, delivered across our nine galleries and four residency spaces. Revenue funding applications to support this programme will also be required.



The post will be based in Wasps Head Office in the beautiful category 'A' listed Briggait building in Glasgow. The post holder may require to visit our properties and meet potential funders in various locations across Scotland. Travel costs will be provided. The post will be supported by Wasps wider staff team including the Project Team, Property Team, Finance Team and Marketing and Communications Manager.

Further details about Wasps Studios can be found at: [www.waspsstudios.org.uk](http://www.waspsstudios.org.uk)