



Job Advert

Post Title:	Business Development Manager
Reporting to:	Principal
Location:	CAPA College, Wakefield
Start Date:	As soon as possible
Hours:	Full-time permanent. Some flexibility on hours is expected with some limited evening/weekend work.
Grade:	SCP 30 £32,878 p.a. (2019 NJC Scale) 33 days annual leave (including statutory holidays)

CAPA College (Creative and Performing Arts College) is Yorkshire's newest and most exciting post-16 education institution. Since opening its door as Wakefield's first DfE-funded Free School in September 2018 within Enhance Academy Trust, CAPA College has already established itself as one of the leading Arts education providers in the North of England; and this is your opportunity to join our award-winning team.

Based in the heart of Wakefield, CAPA College delivers the highest quality training, education and pastoral guidance to support talented students, aged 16-19, who are serious about pursuing a career in the Arts. CAPA College aims to inspire, train and educate the next generation of performers, creatives, designers and technicians and attracts students from across Yorkshire and beyond. Students are enrolled on four distinct pathways: Performing Arts, Dance, Drama and Production Arts.

CAPA College provides students with intensive full-time practical training alongside the rigour of academic Arts study. This combination of Outstanding Arts training and academic excellence ensures that students develop the skills, training experience, knowledge, understanding and qualifications they need to progress to the top universities, leading national and internal Arts conservatoires and professional Arts-based employment.

CAPA College's professional approach and ethos continues to be maintained throughout all aspects of its provision. Alongside an outstanding curriculum and excellent teaching, students gain extensive experience performing through the UK and working alongside professional artists, companies and theatre venues.

CAPA College is led by a team of extraordinary teachers, performers, creatives, designers and industry professionals. The core leadership team have an impressive 12-year legacy



which includes consistent 'Outstanding' judgements from Ofsted, impeccable exam results and a regional and national reputation for excellence.

This is a very exciting time as CAPA College prepares to implement the next stage of its development. CAPA College is currently renting temporary accommodation but will move to its new, permanent home on Mulberry Way (opposite Wakefield Westgate train station) in Summer 2020. This purpose-built, multi-million-pound facility will enable CAPA College to expand its cohort from 105 students to 250 students per year group as well as offering more performance and learning opportunities, new course pathways, increased staffing, exceptional resources and better outreach with the local community.

To support our expansion plans we have created a unique opportunity for an efficient, enthusiastic and highly motivated individual with experience in both commercial and fundraising development. The Business Development Manager will play a pivotal role in the growth and the achievement of the College's ambitious and exciting vision.

Are you excited by the opportunity to be a part of CAPA College as it becomes a flagship for Arts Education in the North? Do you have the commitment, creativity and excellent organisation skills? Then we would love to hear from you.

We are looking for candidates who can:

- Develop and lead CAPA College Commercial Operations and Development/Fundraising strategies.
- Achieve the College's ambitious fundraising target through target driven income from individual giving, trusts and foundations and corporate sponsorship.
- Creatively identify new ways of attracting support for CAPA College's full range of varied and high profile activity, effectively working to deadlines and financial targets.
- Be a flexible and lateral thinker, with excellent written and analytical skills to produce creative and persuasive proposals for a large range of stakeholders.
- Actively contribute to the overall success of our commercial and fundraising activities.

Successful candidates will:

- Be a creative and pro-active individual, self-motivated and able to work under their own initiative.
- Exceptionally methodical and organised with an interest in collaborative artistic practice.
- Systematic and conscientious, with strong attention to detail and an excellent command of written English.



- Experienced in a commercial development and fundraising role.
- Highly personable and able to communicate effectively with a wide range of people.
- Self-motivated and manage their own portfolio of work and relationships, but will also work very closely with colleagues across the College, to build creative and integrated fundraising strategies.

In return we will offer you:

- An opportunity to make your mark in an outstanding brand new college that is a flagship for arts education in the North of England.
- A professional and supportive team.
- A fast-paced, exciting and highly creative work environment.

Please contact info@capacollege.co.uk if you require any further information.

Application packs can be downloaded from the CAPA College website:
www.capacollege.co.uk

Application forms can be:

- Completed on-line via the TES Jobs portal
- Downloaded for completion and sent with a covering letter by e-mail to info@capacollege.co.uk
- Posted to CAPA College, c/o Enhance Academy Trust, Church House, 1 South Parade, Wakefield WF1 1LP

CLOSING DATE: Midnight – Sunday 28th April 2019

INTERVIEWS: Thursday 9th May 2019

Enhance Academy Trust is committed to safeguarding and promoting the welfare of children and young people and expects all staff and volunteers to share this commitment. Applicants will be subject to an enhanced DBS disclosure and pre-employment and safeguarding checks.