



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. 33 days annual leave (including statutory holidays)

Are you ambitious and highly motivated with a desire to make a difference? Are you entrepreneurial and a great communicator with a flair for business development? Do you want to make a meaningful and fulfilling contribution to one of the UK's top post-16 Arts colleges? Then we have the role for you...

We are currently recruiting for a passionate, innovative and efficient Business Development Manager to join our award-winning team at CAPA College. This is a brand new role to CAPA College and offers an incredible opportunity for an exceptionally talented individual with a highly successful proven track record in fundraising and/or commercial business development to really make their mark. The Business Development Manager will be a pivotal role in our organisation, you will be responsible for maximising the incredible potential for CAPA College as it opens its purpose built, multi-million pound specialist arts facilities in Wakefield City Centre in Summer 2020.

One of Yorkshire's fastest growing organisations, CAPA College is a flagship for Arts Education in the North of England. Our impressive new building in such a high profile location (directly opposite Wakefield Westgate Train Station) is a key cultural and regeneration development for Wakefield and is already being described as the 'gateway to the city.' We need you to join us at this highly significant period of CAPA College's development to help us to achieve our ambitious and exciting vision for the future.

About us:

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.

Can you help steer us through this next important stage of our development and continue to be a beacon for future generations of CAPA College students? Do you have the skills, expertise and desire to succeed in this new and exciting role? Then we would love to hear from you.

We are looking for candidates who can:

- Develop, implement and lead CAPA College's Business Development strategies - including fundraising and commercial activities.
- Creatively identify new ways of attracting support and raising the profile of CAPA College, effectively working to deadlines and financial targets.
- Be a flexible and lateral thinker, with excellent verbal, written and analytical skills to produce creative and persuasive proposals for a large range of stakeholders.
- Turn CAPA College's ambitious and exciting vision for Arts, Culture and Education into a highly successful reality.

Successful candidates will:

- Be passionate about Business Development (commercial development and/or fundraising) – with a successful proven track record.
- Be creative, pro-active, enthusiastic, ambitious and a high achiever.
- Systematic and conscientious, with strong attention to detail and an excellent command of



written English.

- 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 business development 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.
- Opportunity for career development and progression.

Please contact recruitment@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:

- Downloaded for completion and sent with a covering letter by e-mail to recruitment@capacollege.co.uk
- Posted to CAPA College, c/o Enhance Academy Trust, Church House, 1 South Parade, Wakefield WF1 1LP

CLOSING DATE: Mid-day Wednesday 17th July 2019

INTERVIEWS: Tuesday 23rd July 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.