

## **Royal School of Needlework**

### **Trusts, Foundations and HNW Fundraising Manager**

The Royal School of Needlework (RSN) is seeking someone to manage and grow support from trusts and foundations and help generate funding across our portfolio of activities, working closely with our Chief Executive and other key members of staff to broker new connections and support existing relationships.

The RSN is unique. No other single organisation covers the breadth of education and practice to promote the art and technique of hand embroidery or has our connections, collection, archive and heritage. Embroidery is an international language. Cultures and communities have used embroidery-based techniques to tell stories and record events for hundreds of years while the individual benefits of mindfulness and mental wellbeing are now increasingly being recognised today.

Based at Hampton Court Palace, the RSN uses its heritage and expertise to lead the development of hand embroidery, enriching lives by inspiring, innovating and providing the widest access to its knowledge and skills. Our education team run a degree programme, a professional embroidery and tutor programme and an MA course and History of Embroidery course are in development. We have global reach through online courses aimed at beginners through to serious hobbyists which are also delivered in person at locations across the UK and internationally. Our professional Studio specialises in creating beautiful bespoke commissions as well as restoring historical textiles and bringing heirlooms back to life. Most notable recent commissions include a variety of items for the 2023 Royal Coronation while we also carry out work for top international designers through to individual customers.

You will be joining us at an exciting time in our development. Having celebrated our 150th anniversary in 2022 and in the aftermath of the Covid pandemic, we have been working to reposition the RSN by clarifying our modern societal purpose so we may target more activity to underrepresented individuals and groups increasing our reach and diversity. In addition to activities such as the RSN Stitch Bank, which aims to create a digital record and practical instruction of every stitch worldwide, and the digitisation of significant pieces in our archive and collection, we are now developing a pioneering project to re-imagine the future of hand embroidery. By forming collaborations, we will celebrate and leverage the role embroidery can play in furthering awareness and understanding of key issues facing society today.

## **Proven Experience and Evidence**

- Developing an ambitious, sustainable, target-driven trusts, foundation and high value individuals fundraising strategy.
- Preparing in-depth viable income and expenditure budgets to support programmes and project driven fundraising requirements.
- Researching, writing and submitting relevant and high-quality funding applications.
- Preparing compelling, impact-driven cases for support.
- Proactively identifying innovative potential funding opportunities from ongoing and future programmes and projects.
- Cultivating and maintaining robust rolling relationships with funders and other stakeholders through appropriate stewardship, in line with donors' evaluation requirements.
- Experience in developing effective team relationships in order to enhance and support income generation initiatives.
- Recommending, establishing and maintaining appropriate CRM fundraising and management systems to record, review, track and manage existing and potential fundraising relationships.
- Commitment to maintaining a thorough knowledge and understanding of charity compliance, fundraising practise and legislation.

The post holder will report to the Chief Executive and work closely with them on refining and developing the role of fundraising to assist the RSN deliver its strategic goals.

To apply for this role please submit:

- your CV
- a supporting statement, which should outline your interest and explain how you meet the role's criteria, and
- sample of a past trusts application

to our retained consultants Peridot Partners <https://www.peridotpartners.co.uk>

Closing date is Monday 29 January 2024, however, early application is encouraged as we will review applications throughout the advertising period and reserve the right to close the advert early.

The RSN encourages applications from people of all ages and backgrounds. We are looking to build stronger and better representation among our staff. The successful candidate must have the right to work in the UK and you will be asked to provide evidence of this before starting employment.