



DEVELOPMENT DIRECTOR

RECRUITMENT PACK



FOUNDATION

Transforming Lives Through Cricket

Dear Applicant,

Thank you for your interest in the Development Director role at the MCC Foundation.

For the past 30 years, the work of the MCC Foundation (MCCF) has been made possible thanks to the generosity of our supporters. Both the MCCF and the Club are delighted to see the transformational impact the projects are making on the lives of beneficiaries around the UK and overseas.

The MCCF is now able to support more than 3,200 state-educated players across the UK to access free coaching and match play, operating 77 Hubs across the UK. Our programmes not only help our participants to improve their cricketing skills, but they also provide a platform from which we can work with young people to support their mental and physical wellbeing and enhance their life skills.

Alongside this, we are promoting grassroots cricket and gender equality for thousands of children (60% girls) throughout Nepal and our cricket programmes offer joy and hope in Lebanon to hundreds of Syrian refugees who have fled their war-torn homes. More than 10,000 children across East Africa have engaged with our programmes since launching in Rwanda, Uganda and Kenya last year, and we are helping to empower hundreds of young women from township communities in South Africa.

Our work is broad and varied, but at the heart of it all is the power of cricket to transform lives. We recognise that young people in the UK and around the world face many different challenges and we work with them to help them fulfil their potential by providing life-changing opportunities through cricket.

But none of this would be possible without the support of our donors - cricket enthusiasts around the world who enable us to bring joy, opportunity and the chance of a better future to thousands of young people each year. I'm incredibly proud of what we've achieved over the years and this is an exciting opportunity to be part of that fantastic team as we grow and diversify our income to deliver more crucial programmes to young people around the world.

I am looking for a senior fundraising leader with major gift expertise to help us harness these relationships, establish new connections and, ultimately, do more. I look forward to hearing from you if you have the drive and passion to use your expertise to make a significant difference for young people around the world, in return I offer my commitment to support your journey at every step.

Dr Sarah Fane OBE
Chief Executive, Marylebone Cricket Club Foundation



ABOUT THE ROLE AND OPPORTUNITY

Job Title: Development Director

Salary: £55,000 - £65,000, dependent on experience

Location: London, with hybrid working (min. 2dpw on site)

Contract: Permanent, full time (part-time/flexible working arrangements considered)

Reports to: Chief Executive, MCC Foundation

The MCCF is the charitable arm of Marylebone Cricket Club, the most famous cricket club in the world and owner of Lord's Cricket Ground, the "Home of Cricket". We work in the UK and around the world to provide life-changing opportunities through cricket and to ensure that it can be a game for all. We serve thousands of beneficiaries each year from some of the most deprived communities in the UK, Lebanon, South and East Africa, Nepal and Sri Lanka, helping them to fulfil their potential through cricket and spreading the game globally.

2023 - our 30th Anniversary Year - promises to be a thrilling one: new projects are being launched, our Patron, Stephen Fry, is settling into his new role as MCC President, and we are seeing a significant increase in diversity across our booming number of global beneficiaries. Each year, with support from MCC as well as our generous Donors, Sponsors and Delivery Partners, we are helping more and more young people gain access to cricket by overcoming barriers related to gender, race, and class. We set the bar high last year, and we intend to raise it even further.

We are proud of our achievements thus far and keen to do more - the broad and varied nature of our work means that we need to increase funding and diversify our income portfolio to enable this to happen. Total income for last year was c.£1.15m (sources include HNWI's, regular givers, trusts, foundations, events and legacies). As Development Director you will have responsibility for helping us to secure and grow income to realise these ambitions, furthering the support of our existing donors by putting stewardship at the heart of their relationships, and actively identifying new opportunities for funding from high value sources.

MCCF is well-suited to major gifts fundraising, which forms the bread and butter of our income generation activity. Given the nature of our connections/links with key stakeholders it is vital that the Development Director is comfortable working to a senior level, with diplomacy and tact to understand whether a lead/supporting role is most appropriate for different audiences. While the Foundation sits separately to the Club the reputation of both is, understandably, of utmost importance - robust due diligence and donor management are critical to ensuring this.

While this is a standalone fundraising position you will have support and leadership from the Chief Executive, Chair and Board of Trustees to maximise our connections, increase our network and secure new support.

KEY RESPONSIBILITIES

- Support and lead on core elements of the fundraising strategy, focused on high value sources while considering a wide range of future income generation opportunities
- Drive long-term relationship development with new and existing high value funding sources including: HNWI's, trusts and foundations (including Sport England) and corporate relationships
- Alongside the Chief Executive and Chair ensure exceptional donor stewardship that nurtures lasting relationships and support, taking a personalised approach wherever possible to ensure strong donor connections and engagement
- Develop a pipeline of prospects and establish detailed solicitation plans and donor journeys to achieve financial targets
- Support with the development of further cases for support which can be used for a variety of audiences including regular donors, major donors, benefactors, trusts, foundations and corporates
- Ensure effective utilisation of the CRM, establishing systems and processes for gift administration and acknowledgement to cultivate and steward donors at all levels
- Build meaningful relationships with all key stakeholders (internal and external) to further a culture of philanthropy that drives income growth and maximises opportunities/network potential
- Take an active role, and lead where relevant, on the planning and delivery of a diverse portfolio of events, including events that are hosted by MCC.
- Represent the Foundation at events (internal and external), networking and cultivating new relationships while effectively engaging with all stakeholders
- Understand the dynamics of a small team and be willing to take on additional tasks/activities as required
- Ensure MCC Foundation's fundraising activity adheres to the Code of Fundraising Practice and GDPR and safeguarding policies while ensuring robust due diligence and reputational management
- Maintain an up-to-date knowledge of the Foundation's current activities and be an advocate of the MCC Foundation's brand.

ABOUT YOU

- Experienced major donor/high value fundraiser, with proven expertise of delivering against a philanthropy strategy to solicit and close high value gifts (£25,000+)
- Background in pipeline development and new donor engagement, supporting the development of MCC Foundation's prospect pipeline to ensure growth and diversification of donor portfolios
- Outstanding relationship builder, able to build rapport with a variety of audiences (internal and external) and take responsibility for some of MCCF's most significant supporters
- Strategically minded fundraiser, focused on the bigger picture and with the ability to establish plans for growth and development - putting stewardship at the heart of donor relationships and utilising networks to increase support and identify new sources of income
- Experienced in working with senior management and trustees to unlock new opportunities and ensure exceptional stewardship of donor relationships
- Demonstrable organisational skills, attention to detail and a creative and solutions focused approach
- Adaptable in approach, with a strong understanding of how to operate effectively within a small team, using initiative and creativity to identify ways of working that maximise resources
- Commitment to the work and values of MCC Foundation

NEXT STEPS & PROCESS

Application process is by CV and cover letter with a submission deadline of Wednesday 16th August 2023. First interviews are scheduled to take place w/c 21st August for shortlisted applicants.

Please get in touch with Naomi Carruthers at QuarterFive to further discuss the role and your suitability: [naomi@quarterfive.co.uk/07538 576 637](mailto:naomi@quarterfive.co.uk/07538576637).



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