



Music Viva Australia

Senior Development Manager (WA)

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Background Information

Musica Viva Australia (MVA) is proud to be one of the world's leading presenters of chamber music and Australia's oldest professional not-for-profit performing arts company. They are committed to the future of classical music, and to being at the forefront of its evolution. MVA's dedication to the commissioning and programming of new Australian works is key to their vision, and through eclectic and thoughtful programming, they endeavour to lead the industry in presenting concerts that challenge and thrill all audiences.

Passionate about creating community through music, MVA is committed to bringing unforgettable shared experiences from extraordinary local and international musicians to its audiences in capital cities, regional centres, and remote communities.

As one of the leading providers of music education in Australia, Musica Viva Australia has been proudly bringing music to schools for more than 40 years, helping shape the lives of generations of Australian children and reaching close to 300,000 students annually. Dynamic performances by culturally diverse ensembles are complemented by comprehensive lesson plans, interactive content, and professional development for teachers, building the capacity of schools to inspire, teach, and instil a love of music.

They are committed to identifying and developing new talent, whether it be secondary students, emerging artists, individuals from underrepresented groups, or ensembles on the brink of wide international recognition. Competitions, masterclasses, and professional development programs are just some of the ways they foster the careers of many of Australia's finest musicians.

<https://www.musicaviva.com.au/>



Musica Viva Australia's Purpose

Musica Viva Australia exists to create and support a vibrant chamber music sector which is accessible to people of all backgrounds across Australia.

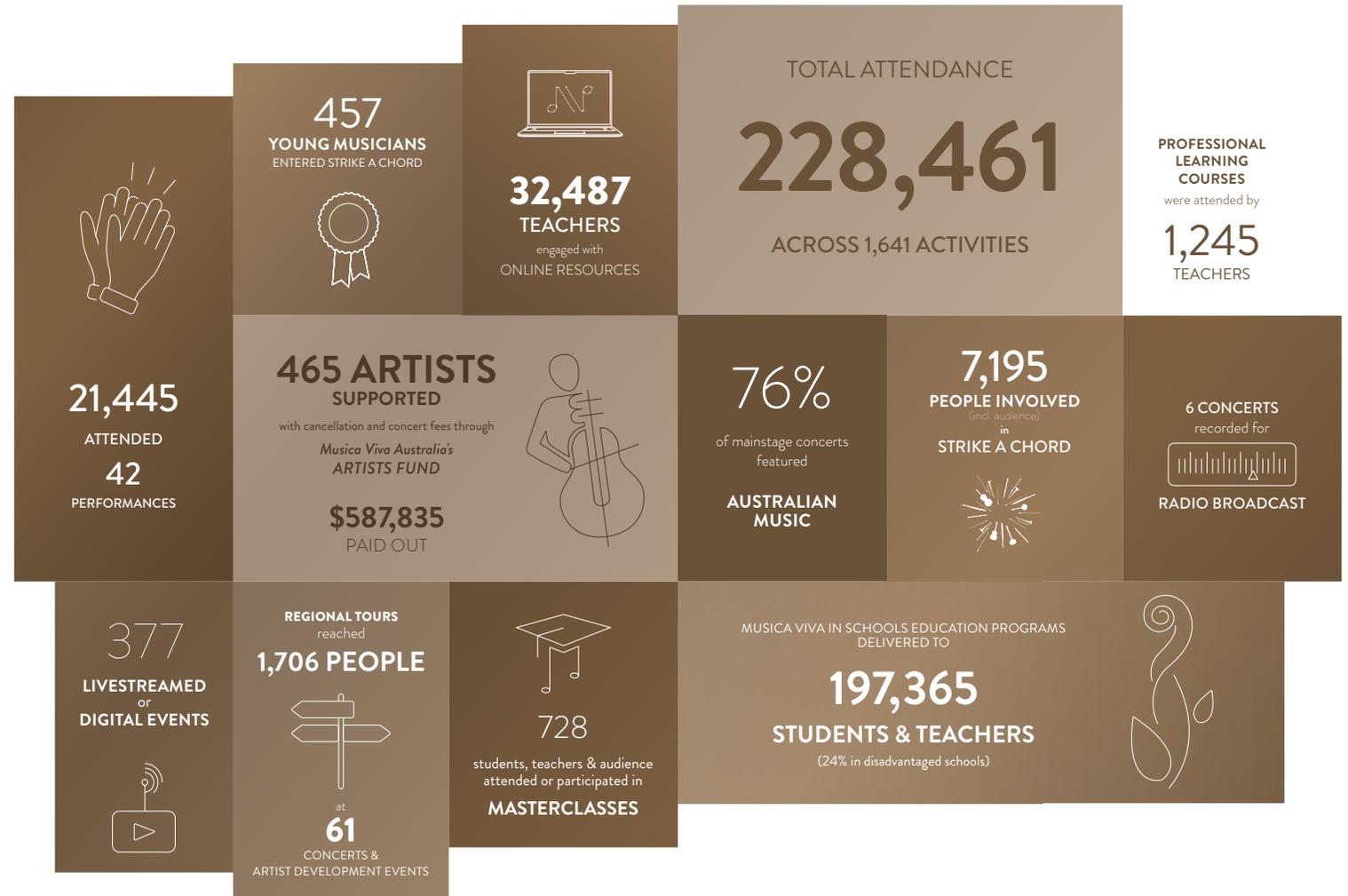
Musica Viva Australia's Mission

An Australia where chamber music thrives and where people of all ages, cultures and communities have access to, and learn to appreciate, the vital role of music in building a stronger, more creative world.

Musica Viva Australia Programs

Musica Viva Australia aims to bring live music to people in Australia from concert halls to classrooms, regardless of their location and engages musicians and audiences alike. The company takes performances, including commissioned works, each year to concert halls in all the capital cities and major centres. They have recently announced their 2023 season: <https://www.musicaviva.com.au/concerts/2023-season/>

Musica Viva Australia – Snapshot of 2021





Viva Edge

Melbourne's Viva Edge is a bold, imaginatively curated daytime concert series every bit as unique as the space it inhabits at Fed Square. Audiences will discover brilliant new works and musicians, hear favourites of the chamber repertoire as if for the first time, and witness how virtuosity and intimacy can exist hand in hand.

Sydney Morning Masters

A daytime series of live concerts at The Concourse, which offers audiences a showcase for exceptional music-making.

Regional Touring

Musica Viva Australia is passionate about sharing outstanding music and artists with the community across Australia. In 2022, the company presented over 100 events including over 60 performances with their presenting partners across NSW, supporting 80 Australian musicians.

Musica Viva Australia in Schools Program

Musica Viva Australia provides a year-round engaging music program of culturally and musically diverse ensembles with some of Australia's best musicians, for teachers and students alike. As a result of the limitations of COVID-19, Musica Viva Australia now offers a full suite of live online performances and teaching resources tailored to Australian primary

classrooms everywhere, in addition to their live in-school performances. Whether at home or in the classroom, everyone can share in the excitement of a live, interactive music performance, accompanied by curriculum-aligned lesson plans and fun music activities.

Strike a Chord

Funding from the Victorian Government through Creative Victoria has seen the establishment of Strike a Chord, a national championship open to all secondary students across Australia. 2022 was the third year of Strike A Chord, and the first with a live final at Melbourne Recital Centre. As in previous years, participants came from every state in Australia, and in total there were 119 ensembles (445 individual musicians). The 2022 Strike A Chord Program, including the Coaching Program, Novice Section and First Round, the Grand Final and the Teachers' Conference, engaged with more than 3,600 students, teachers, parents, industry professionals and audiences across the country. Once again, entries were received from government schools, non-government schools, private studios and groups of friends. 32.8% of participants were from regional and remote areas, a significant increase from 21.9% in 2021.

Other programs and competitions include the Melbourne International Chamber Music Competition, the MVA Masterclass program and FutureMakers, designed to discover and enable brilliant early career

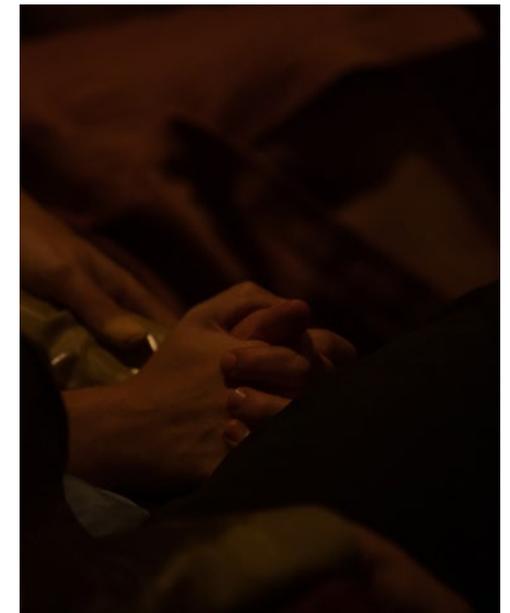
artists to become Australia's musical leaders of tomorrow.

<https://www.musicaviva.com.au/education/>

<https://www.musicaviva.com.au/emerging-artists/>

Development at Musica Viva Australia

Musica Viva Australia rely on the generosity of its supporters to bring audiences the performances, education programs, new works and tours for which they are renowned. In 2021 the Development team raised c. \$4.6m of a total of c. \$12.4m in income across the organisation.



Giving opportunities

The **Amadeus Society** is a group of passionate music lovers and advocates in Sydney and Melbourne, who have joined forces to support MVA's extraordinary artistic initiatives.

Musica Viva Australia's **Ensemble Patrons** was inspired by Haydn's devoted patron, Prince Esterhazy, and the freedom such patronage gave the composer to realise his artistic vision. Support from Ensemble Patrons helps MVA bring each of its national tours to life.

Becoming a local **Concert Champion** enables MVA to deliver its myriad concerts across Australia each year by giving donors the opportunity to support, or 'underwrite', a concert (or concerts) in their home city.

Commissions: all support for the commissioning of new work goes toward the Ken Tribe Fund, excepting support which is specifically directed toward the creation of music by women composers. The flagship program plays a crucial role in placing new Australian music on both a local and international stage and has made possible the creation of more than 130 works to date. Donors can also join a Commissioning Circle.

The Hildegard Project is the first dedicated Australian program aimed at championing the work of women composers. By supporting the Hildegard Project, donors are supporting women at all stages of their compositional career

and playing a crucial role in ensuring that the future of classical music is a richer, more inclusive art form.

Support can also be given to all of Musica Viva Australia's education and emerging artist programs and donors are also given the opportunity to leave a gift in their will.

Musica Viva Australia also enjoys the support of corporate partners and a range of trusts and foundations, allowing the organisation to deliver a huge range of special activities, from remote and regional touring to special school residencies and artist initiatives.

<https://www.musicaviva.com.au/support-us/>



The Role

Job Title

Senior Development Manager (WA)

4 days/week (0.8)

Location

Perth, Australia

Reports to

Director of Development

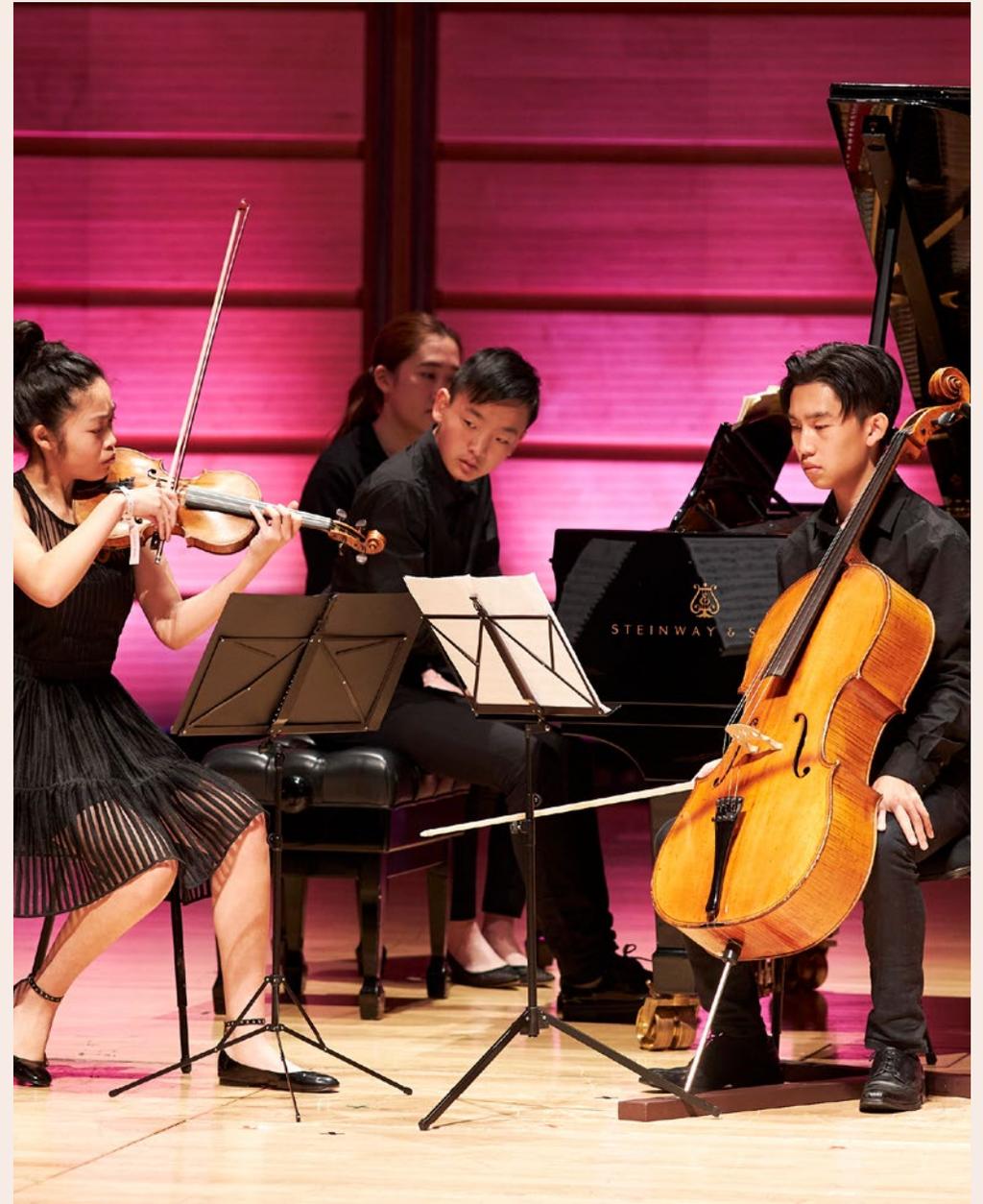
Key Relationships

CEO
Artistic Director
Strategic Partnerships Manager
Other members of the Development Team
Concerts and Communities Team
Education Team
Marketing Team
Operations Team
Finance Team
WA Committee President
State Manager WA

Purpose

The position exists to provide leadership and drive the process of identifying, securing and servicing key stakeholders as sources of contributed revenue to advance the aims of Musica Viva Australia, both in Western Australia and nationally, across all programs. The position includes some occasional out-of-hours work for concerts, networking and special events.

Through strong leadership and relationship management, the Senior Development Manager will be responsible for developing and implementing strategies to strengthen Musica Viva Australia's philanthropic and private income-related outcomes.





Key Criteria for Success

After 12 months in post, the successful candidate will have:

- Built relationships with all the major donors in WA and started to build on this donor pool.
- Built relationships internally, establishing themselves as a key member of the development team.
- Established and begun to implement a plan for 2024 including the set up of pledges for the following year then servicing and stewarding donors through the season.

Key Responsibilities

Philanthropy

- Grow Musica Viva Australia's philanthropic base in Western Australia and more broadly across all programs including (but not limited to) individual giving through Amadeus Society, Producers' Circle, Masterclasses Giving Circle, Ensemble Patrons and Concert Champions, Equal Music.
- Support a mutually beneficial approach to enrich patrons' and supporters' experience of Musica Viva Australia's activities.



- Manage relationships with pledged bequestors (Custodians) and families of those whose bequests have been realised.

Strategic Partnerships – Corporate Partners, Trusts & Foundations

- Support the ongoing Partnership strategy, in conjunction with the Director of Development and Strategic Partnerships Manager, including identifying and cultivating prospects.
- Write and pitch proposals and applications, and associated reports and acquittals, in conjunction with relevant internal stakeholders.
- Ensure that all benefits that have been negotiated in contracts are mutually agreed and deliverable across the Company and that reporting requirements are fulfilled.
- Ensure Musica Viva Australia's brand image is enhanced and enriched by new partnerships, whilst working within the parameters of the contributed revenue guidelines set by the Board.
- Maintain a mutually beneficial approach to enrich Strategic Partners' experience of Musica Viva Australia activities.

Communication

- Collaborate with colleagues across the organisation to drive the sharing of stories regarding Musica Viva Australia's impact in Western Australia, ensuring the content is directed to the most effective distribution points inside/outside the organisation on multiple platforms including digital.
- Prepare and deliver presentations as required to build support for Musica Viva Australia programs in Western Australia.



Operations

- Primary responsibility for all Western Australia-specific philanthropy and development events and activities.
- Oversee consistent accurate philanthropic data entry on national CRM undertaken by relevant WA branch staff.

Organisational Responsibilities

- Maintain healthy work relationships with volunteers and other staff members.
- Attend meetings as required.
- Contribute to regular and ongoing quality improvement and funder-required accreditation activities.
- Participate in professional and performance development activities and remain up to date on current knowledge and skills related to the position.
- Take reasonable care for their own health and safety and for the health and safety of anyone else who may be affected by their acts or omissions at the workplace.
- Hold a valid Working with Children Check. MVA will cover the cost of obtaining or renewing the check.
- Maintain the highest ethical standards, confidentiality and cultural awareness when dealing with others.
- Adhere to workplace policies, procedures and systems, as amended from time to time, in particular those that address workplace health and safety, anti-discrimination, bullying and harassment and privacy.
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- Contribute to the overall well-being of the organisation and avoid participation in any activity that may be harmful to the good operation, health, or reputation of the organisation.
- Other duties as required, provided these are within their competency or training from time to time.



Person Specification

Experience and knowledge

Essential

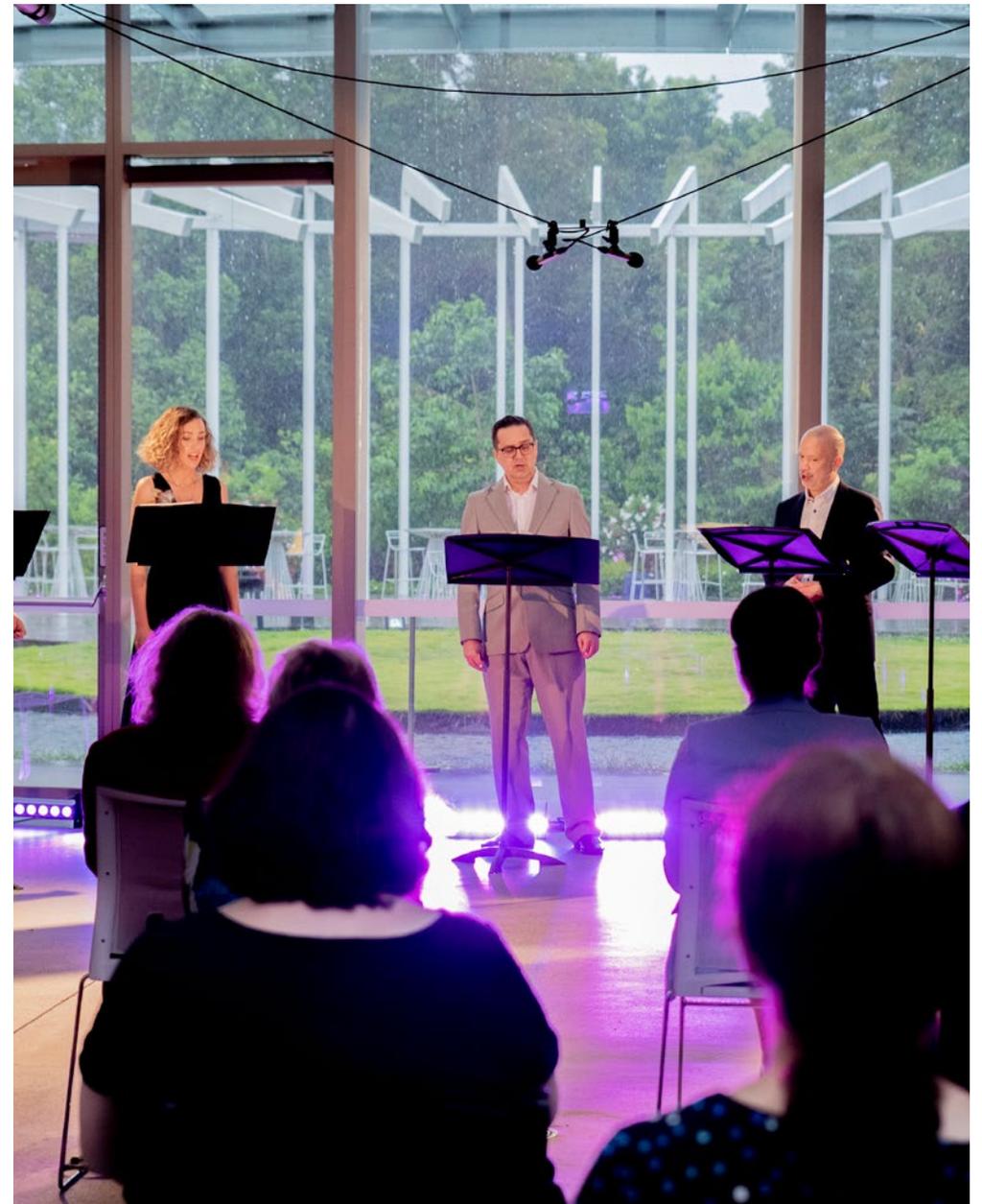
- A minimum of 3 years' experience in fundraising / relationship management in the arts and/or not for profit sector.
- Proficiency in collating and analysing information.
- Knowledge of Tessitura or similar donor database/CRM programs.
- Proficiency in Microsoft Office (Word, Excel and PowerPoint).
- Interest in and/or knowledge of the arts scene, classical music and music education in particular.

Skills and abilities

- Ability to drive strategic plans from ideas to reality.
- Excellent relationship building skills.
- Ability to engage board and senior management in philanthropy strategies.
- Ability to brief, supervise, motivate and develop junior members of staff.
- Attention to detail with excellent oral and written communication skills.
- Ability to undertake occasional out of hours work for concerts and events.

Attitudes

- Systematic problem solver and researcher.
- Process oriented, efficient and well organised demonstrating an ability to prioritise.
- Team player - friendly, can-do approach to work and life.
- Well-presented, demonstrating confidence and a passion for the arts.



Next steps

Terms

To discuss salary parameters please call **Jocelyn Kelty**, Director on **02 8218 2185**.

The package includes:

- Flexible working including part-time, longer hours over fewer days, TOIL
- Hybrid working
- 20 days' annual leave and 8 weeks paid maternity/parental leave for the primary carer after the birth of a child
- 4 free tickets to all Musica Viva concerts
- Laptop / computer provided
- Support for time off (including using paid leave) for other activities

How to Apply

Applications should include:

1. A comprehensive curriculum vitae giving details of relevant achievements in recent posts as well as your education and professional qualifications.
2. A covering letter that summarises your interest in this post, providing evidence of your ability to match the criteria outlined in the Person Specification.
3. Details of your notice period and names of 2 referees, together with a brief statement of the capacity in which they have known you and an indication of when in the process they can be contacted (please note we will not contact your referees without your express permission).
4. Telephone contact numbers (preferably daytime and evening/mobile) which will be used with discretion.

Selection Process

The applicants with the most relevant experience will be invited to have initial exploratory discussions with Jocelyn Kelty, Director at Richmond Associates.

Panel interviews with Musica Viva Australia will take place in February 2023.

Applications to be considered on arrival.

Please send your application to Jocelyn Kelty, Director:

✉ info@richmond-associates.com
☎ +61 2 8218 2185

