



The British Racing School
Head of Fundraising

The British Racing School [BRS] is an educational charity with an “Outstanding” rating from Ofsted. The BRS is based in Newmarket, providing education and training to those working in the horseracing industry across the UK and internationally.

The School is key to the long-term sustainable future of the industry and as such is embedded within the racing community and economy of Newmarket. Our reach extends to local and regional schools, colleges, businesses, regulators, local government and a wide range of land-based industries and associations. We recognise the potential to extend and broaden our network and are ambitious to do so.

Our Charitable Objectives are:

1. To provide education and training of the highest possible standard for those employed in or seeking employment in the horse racing industry.
2. To provide initiatives involving horses and/or ponies, whether autonomously or in association with community groups, charities and/or schools, with a view to promoting community cohesion and mental health and so as to support, in particular, those experiencing poor physical or mental health, social isolation and/or anti-social behaviour.
3. To use interaction with horse and ponies as a mechanism to deliver specific projects, particularly but not exclusively, for children and young people designed to build self-confidence, improve communication skills, increase aspiration and enhance employment potential.

The Role

We are seeking to recruit an experienced and proven fundraiser to lead and innovate our approach, creating and delivering a compelling fundraising strategy, including the targeting of grant giving Trusts, high net worth donors and legacy giving.

This is a part time role, based on a 21-hour working week, which can be worked flexibly. The role may therefore suit an individual wishing to work 3 days per week, shorter days over five weeks, or full-time for some of the year with a shorter working week during school holidays.

The role will require regular interaction with colleagues and trainees so at least part of the role will need to be performed at the BRS in Newmarket. Much of the role could be done from home so being close to Newmarket while desirable is not a prerequisite.

Main duties and responsibilities of the role:

- Create and deliver a compelling and innovative fund-raising strategy
- Target, build and manage a portfolio of donors, building strategic and long-term relationships at the very highest level.
- Develop a thorough understanding of the BRS and the young people we train to enable you to articulate the mission of our work and inspire people to join us.
- Present and pitch to potential supporters and donors, managing high-level meetings where relevant and engaging other appropriate senior representation when needed.

- Tailor and develop case studies and projects to attract funding for the future development of the BRS.
- Manage and attend events and meetings with external representatives and involving the CEO, SMT, Trustees and other colleagues and volunteers.
- Work with staff across the BRS to encourage and empower them to build relationships with prospective supporters and the networks that influence them.

What we are looking for:

- Experience of successfully account managing relationships with high net-worth individuals and trusts, with a proven record of securing six and seven-figure gifts in the process.
- Experience of working with Trustees and Senior Management to share ideas, deliver new relationships and improve income
- Ability to articulate complex issues to supporters in a compelling manner
- Knowledge of philanthropy in the UK and a good understanding of the process of securing major gifts.
- Excellent personal communication skills.

Integrity, credibility and a can-do attitude are core to the quality of the team at the BRS. We welcome new ideas and fresh thinking and this role is one that can exploit all of your experience and expertise as well as offer new opportunities for new and exciting ways of working. The successful candidate will be motivated by a desire to help improve the life chances of young people from all backgrounds. You will be pragmatic, determined and humble, with a high level of emotional intelligence. It is critical that the successful candidate possesses an open and collaborative style able to fit the culture of the BRS. Whilst a desire to help young people is essential there is no requirement to have a detailed knowledge of horses or horseracing, but an interest and enthusiasm for the industry is desirable.

Employing a highly capable and diverse team is important to our success, so we will welcome applications from any minority group.

Safeguarding our young people is an uncompromising priority. The successful applicant will be required to undergo an enhanced DBS check and provide the names of two contacts who can be approached to provide a professional reference.