

David Ward MA (Cantab) FRSA

Freelance arts professional

2 Graham Terrace, Leeds, LS4 2ND
david.ward89@btinternet.com | 07817 475769

Key skills

- Fundraising from a range of individual, corporate, trust, and statutory sources
 - In depth knowledge of the arts and culture sector, with exceptional knowledge of opera and very strong knowledge of dance
 - Management and administration (including financial administration)
 - Strong cultural network in Leeds, Yorkshire and beyond
 - Strong IT skills, with CRM management experience, financial accounting and charity governance/reporting
 - Writing, including bid writing and copywriting
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Positions held

Freelance projects

July 2018 – present

- **Fundraising Consultant for Magpie Dance**, developing new funders and funding streams to support expansion of programming
- **Fundraising consultancy** for Unlimited Theatre and Transform Festival
- **Guest lecturer** on MA: Music and Management at University of Leeds

Operacast

The UK's only general interest opera podcast

Host

January 2019 – present

- Responsible for producing and hosting monthly podcast

Northern Opera Group

Professional and community opera in varied non-traditional spaces in Leeds and Yorkshire

Artistic Director

August 2015 – present

- Responsible for all artistic programming and company management
- Self-started and oversaw charity registration
- Funding secured from Arts@Leeds from 2018 - 2022
- Funds raised from individuals, trusts, corporates, and statutory sources
- 100% audience feedback to date of 'good' or 'very good' on the quality of our work

Leeds International Piano Competition

Triennial international competition and annual festival

Development Director

October 2016 – July 2018

- Overseeing all fundraising, including creation of fundraising strategy, new individual giving scheme, and donor management at all levels of giving
- £1.1m raised from individuals, trusts, corporates, and local authority for 2018 Competition
- Day to day relationship management with Principal Partners, inc. University of Leeds
- Key liaison with Marketing and Press consultants

- Organising national and international stakeholder partnerships and events
- Line management of Marketing and Communications Officer
- Managing eTapestry CRM system
- Direct reporting to Board

Northern Ballet

The UK's national ballet company with extensive local outreach and education programmes

Development Manager: Trusts and Foundations

May 2014 – October 2016

- Developing and monitoring strategy for trusts and foundations
- Raised £582,500 in 15/16 financial year (on target of £525,000)
- Cultivation of, and research into, new trusts and foundations
- Developing bid writing skills of colleagues in Development and Learning
- Line management of Research and Data Officer

Royal Northern College of Music

Leading national and international classical music conservatoire in Manchester

Development Officer (maternity cover)

August 2013 – May 2014

- Writing all trust and foundation, and Arts Council England, applications
- Management of Raiser's Edge fundraising database
- Capital fundraising for Concert Hall redevelopment
- Lead on fundraising projects, including successful World Record attempt and charity single (no.1 in Classical download chart)

Quilters' Guild of the British Isles

The UK's membership organisation for quilters and quilting groups

Membership Officer (maternity cover)

November 2012 – August 2013

- Processing new and renewal memberships
- First point of contact for public
- Managing iMis database
- Managing and processing all Direct Debits
- Organising members' events locally and nationally

Opera North

One of the UK's four major opera companies, serving audiences across the North of England

Development Assistant (temporary post) and Volunteer Coordinator

July 2012 – September 2012

- Assisting with administration of Development department
- Logging donations and payments
- Management of Raiser's Edge fundraising database
- Creating fundraising reports for senior management
- Prospect research for Development Director and Managers
- Recruiting, training and assigning volunteers for events
- Event management of Howard Assembly Room concerts

Cranbrook School, Kent

Boarding grammar school with on-site receiving theatre

Director in Residence

September 2010 – August 2011

- Directing and producing school theatre productions
- Teaching acting for LAMDA examinations
- Running drama clubs and workshops
- Co-administrator of on-site Queen's Hall Theatre

Board memberships and other positions

Opera and Music Theatre Forum (October 2017 – present)

The national membership organisation and development agency for opera and music theatre in the UK; main roles on Board to encourage the involvement of Northern opera companies and advise members on fundraising

Script Yorkshire (August 2012 – July 2017)

The regional development agency for script writing of all genres; main role to create monthly newsletter for members

Fellow, Royal Society of the Arts (December 2015 - present)

Training and events

Building Resilience: Arts Manager International (September 2017 – August 2018)

Arts Council England funded organisational development programme; monthly session with management consultant, and regular whole group seminars; exploring new models of income generation

Line Management Training (March 2016)

Two day training programme with Impact Factory

Clore Emerging Leadership Course (October 2015)

One week residential course delivered by the Clore Leadership programme; emphasis on finding your own leadership style, and analysing strengths and weaknesses; talks and workshops by leaders including Sue Hoyle and Andrea Stark

Education and awards

Magdalene College, University of Cambridge

BA English (II.i) with Exhibition (2009)

2007 – 2010

MA English

2013

South Hunsley School, Melton

A-Level English Literature (A), English Language (A), History (A), Drama (A)

2005 – 2007

Grade 8 (Distinction)

LAMDA, Acting

ABRSM, Piano

ABRSM, Clarinet

Referees

Mark Skipper DL – Chief Executive, Northern Ballet, and Chairman, Northern Opera Group

(mark.skipper@northernballet.com)

Thalie Martini – Chief Executive, Magpie Dance

(thaliemartini@magpiedance.org.uk)