

EXECUTIVE DIRECTOR OF FAI – ITALIAN HERITAGE TRUST

The Role

This is a unique opportunity for someone committed to the cause of Italian heritage and its importance for the well-being and enjoyment of humanity.

The primary focus of the role will be to expand the network of philanthropic funding and other support for the activities enshrined in FAI's mission, in and from London. Key to this will be raising the visibility and profile of FAI's work by targeting key constituencies with an interest and commitment to the causes of cultural and natural heritage, and with a particular investment in Italy's past, present and future. An active dialogue and exchange with UK/London based peer group organisations will be part of this.

The position will be London based and will report to the Board of Trustees. The post holder will work closely with FAI's senior executive and fundraising team in Milan, to ensure a co-ordinated international fundraising effort in alignment with FAI's strategy. Regular travel to Italy and duties such as hosting/attending events outside normal working hours will be core to the role.

We are looking for a self-driven individual, able to work independently within a collaborative framework of professional colleagues and senior volunteer supporters – drawing on the full range of resources which FAI is able to offer. As a senior representative of FAI's work abroad, the right candidate will bring enthusiasm for and an understanding of FAI's role and standing, both in Italy and within its international peer group of national trust and other organisations engaged in the field of cultural and natural heritage preservation.

The preferred candidate will be multi-lingual with a good command of Italian. The position is open to flexible and part-time working to accommodate an exceptional candidate.

Responsibilities

- Act as the lead representative for FAI in London, fulfilling the role of Company Secretary, working with the Board, ensuring legal, statutory and effective liaison between FAI and the Charity
- Raise funds, building an international mid and high-level donor circle, to provide a (growing) core base of unrestricted funding support for FAI; raise project-based funding support from individual donors, trusts, and foundations and other philanthropic (and corporate) sources; develop high net worth prospect relationships through targeted cultivation
- Organize special events and trips for major donors and key prospects with the purpose of relationship-building, donor cultivation and stewardship purposes; work with FAI's fundraising team on selected tailor-made programmes
- Develop and implement a public relations and UK media strategy in collaboration with FAI's communications team, representing the organization at key external public events to promote FAI in the UK; edit and issue regular email bulletins with news of projects and initiatives and future events; oversee the development and regular update of the charity's website and of all English language promotional printed material
- Build relationships with selected London/UK-based heritage and other peer group organisations in order to raise awareness of FAI's work and explore collaboration and partnership potential

- Develop a strategic and action plan with clear financial targets, oversee the administration, produce the statutory Annual Report together with the Charity's accountant

Person Specification:

- Personal drive and energy
- Outward going personality with the ability to engage with and motivate colleagues, trustees and volunteer ambassadors
- A relationship builder, able to engage easily with a variety of people of different backgrounds and levels of seniority
- 'Hands-on' with the ability to multi-task and work flexibly
- Culturally curious, with the ability to spot and investigate new opportunities
- Articulate, a confident communicator with the ability to represent FAI's mission confidently and engagingly, to a variety of audiences
- Ambitious and target driven, motivated to achieve ambitious objectives
- Culturally sensitive with an understanding of multi-cultural environments

Remuneration:

£40,000 per annum/FTE

We are looking for a minimum commitment of 0.6 FTE with an increase for the following years (ideally not less than 3).

How to apply:

Please send your resumé and a cover letter by email marked "Executive Director search" to info@faiuk.org

If you would like an informal conversation about the role, please email Alessandra Varisco, International Fundraising and Development Manager of FAI at a.varisco@fondoambiente.it

Closing date for application: August 31, 2023

Ideal start: end of 2023/start 2024