



BEAMISH, THE LIVING MUSEUM OF THE NORTH



Director of Fundraising & Development

Welcome from CEO & Chair

Thank you for your interest in becoming **Director of Fundraising & Development** at Beamish, The Living Museum of the North.

Beamish, The Living Museum of the North is at a milestone in its history. Following the completion of the Remaking Beamish capital project, and the recognition of being named Art Fund Museum of the Year 2025, we are now looking to an exciting future ahead. Our new strategy is the basis for the innovative and ambitious development of the museum, up to 2036.

Our museum is shaped by the communities who lived the histories we share, by those who care for our collections and interpret the stories, and by everyone who visits or engages with us seeking fun, connection, meaning, relevance and belonging.

People are at the heart of our strategy, from our amazing communities, teams and partners to our innovative work, including learning and skills, and health and wellbeing. We are continuing the legacy of the museum's founding principles, to create a museum 'for the people, by the people' through an immersive, living history experience, placing people first and championing the heritage and stories of the North East.

Beamish is about the past, present, and future. We represent the region, strengthen communities, celebrate identity and inclusivity, promote sustainability and create opportunity. We are forged through collaboration, care, resilience, pride and shared purpose. Our strategy reflects who we are and who we aspire to be as we move forward into future Beamish. Please take the time to consider our recruitment pack. If you would like to be part of the museum's ambitious future journey, using your skills and expertise to help shape its development, and are inspired by the work that we do, then please do get in touch to find out more, we would love to hear from you.

Rhiannon Hiles, Chief Executive Officer & Chris Loughran, Chair of Trustees



OUR VISION

To ignite curiosity, creativity and collaboration, using stories of the past to inspire a positive future.

OUR PURPOSE

We use collections and stories to connect people so that we can better understand each other, our communities, and our place

OUR VALUES

Brave, Inclusive,
Collaborative, Excellence

ABOUT BEAMISH MUSEUM

Beamish is a world-famous open air museum, where our people and collections bring to life the everyday history of the North East in the 1820s, early 1900s, 1940s and 1950s.

The museum was founded in 1970 by Frank Atkinson, who realised that the region was changing dramatically, with industries and communities being lost. He wanted to preserve these everyday ways of life for future generations, including customs and dialects.

Today, Beamish is an award-winning charity and independent museum that remains true to Frank's vision. We were awarded Art Fund Museum of the Year 2025, the world's largest museum prize. We're proud to be an iconic North East attraction, with around 520 staff and over 370 active volunteers, and a turnover of over £19.1 million. The museum is the region's most-visited attraction and welcomed 815K visitors in 2025.

Beamish attracts investment into the region – around half of our visitors are tourists, with many going on to visit other attractions and accommodation. We attract visitors from a wide range of backgrounds and are privileged to have strong connections with communities across the region, and partners and supporters. Our innovative work includes award-winning health and wellbeing programmes and learning activities.

Beamish's profile reaches regionally, nationally and internationally. The museum was described as "one of the finest and most innovative in Europe" by The Guardian, and the museum has featured in The Times, BBC TV, ITV News and Radio 4.



OUR BOARD OF TRUSTEES

Led by the Chair of Trustees Chris Loughran, along with Vice-Chairs Dr Elouise Leonard-Cross and Dr Dan Jackson, the museum currently has 11 Trustees who bring a diverse range of skills and experience, from a range of occupations, and backgrounds.

A profile of the current Board is also available at www.beamish.org.uk/meet-the-board



OUR FINANCES

The museum and its trading arm has an income of over £19.1 million, 90 per cent of which is self-generated through our admissions and sales at our on-site outlets. Our admissions include our daily and returning visitors (with associated gift aid), education and community groups as well as corporate hire. Our trading arm generates £7.4 million of on-site retail, food and beverage income.

All of the money we make is re-invested back into the museum to maintain our site covering over 400 acres, invest in our people and enhance our visitor offer. The museum has celebrated the opening of its new 1950s and Georgian exhibits, concluding the largest capital investment programme in its history. Attention now turns to re-investing in our core infrastructure and building an ambitious strategic vision for the next 10 years.



OUR PEOPLE

We employ around 520 people across a wide range of functions and professions, including collections care and curatorial, visitor engagement, fundraising, finance, commercial, health and safety, heritage transport and industry, communications, farm, gardens and woodland and people and culture. Our people are central to bringing the 'living' working museum to life with staffing accounting for over half of our total running costs.

The museum is supported by over 370 active volunteers who support and work alongside our staff, some providing unique skills and knowledge across the museum.





Rhiannon Hiles
Chief Executive Officer
(CEO)



Samantha Shotton
Chief Operating Officer



Helen Barker
Executive Director,
Collections &
Programmes



Celyn
Gurden-Williams
Director,
Visitor Experience



Paul Jarman
Director, Transport,
Design & Industry

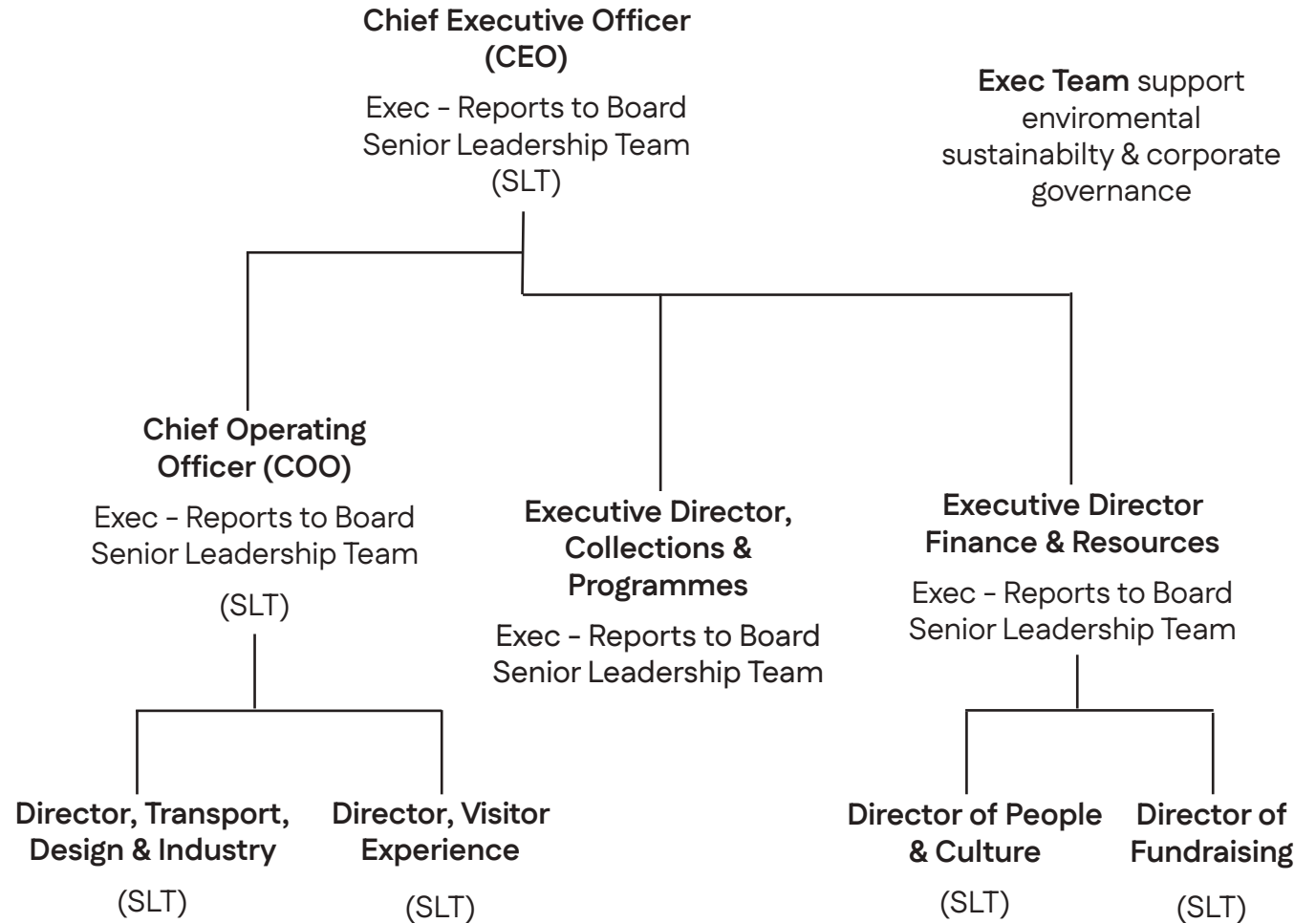


Sahreen Safdar
Executive Director
Finance & Resources

SENIOR LEADERSHIP TEAM



STRUCTURE



Role Description

Provide leadership and delivery oversight of Beamish Museum's fundraising and development function, leading the implementation of the approved Fundraising Strategy so that fundraising is a sustainable, well-governed enabler of the museum's long-term ambitions.

Reporting to the Executive Director of Finance & Resources and working as a member of the Senior Leadership Team, the postholder will work closely with the Chief Executive, Chief Operating Officer, SLT colleagues, Heads of Department and the Board of Trustees to ensure fundraising priorities are realistic, affordable and aligned with the museum's Strategy and Medium-Term Financial Strategy.

The role will work closely and collaboratively with the Partnerships Manager, providing leadership, focus and assurance, while personally leading high-value relationships, major funding opportunities and board-level engagement.



Key impacts of the Role

The Director of Fundraising & Development will:

1. Build a Sustainable and Credible Fundraising Portfolio

- Develop and maintain a diversified fundraising portfolio that reduces reliance on any single income source.
- Position fundraising as a medium-term sustainability enabler rather than a short-term response to financial pressure.
- Ensure funding ambitions are matched to organisational capacity and delivery confidence.

2. Secure High-Value and Strategic Income

- Lead or personally support major funding bids to key funders, including Arts Council England and the National Lottery Heritage Fund.
- Strengthen major donor, philanthropic trust and legacy activity through effective stewardship and senior-level relationships.
- Oversee the development of a focused, coherent corporate and sponsorship offer.

3. Strengthen Governance, Assurance and Board Confidence

- Ensure fundraising activity is well-governed, compliant and aligned with internal policies and external regulation.
- Provide clear, trusted reporting to SLT, Committees and the Board on pipeline, performance, risk and return on investment.
- Maintain discipline between fundraising income, operating budgets, cashflow and reserves in planning and reporting.

4. Enable Organisation-Wide Fundraising Success

- Foster a collaborative approach to fundraising across departments, ensuring delivery teams are engaged early and funder requirements are understood.
- Support Trustees and senior leaders to play an effective role in cultivation, advocacy and stewardship.
- Champion a shared understanding of fundraising priorities, sequencing and expectations.

5. Build Fundraising Capability and Infrastructure

- Provide clear leadership and support to the Partnerships Manager, setting priorities, objectives and performance expectations.
- Strengthen systems, processes and data (including CRM) to improve pipeline management, stewardship and impact reporting.
- Improve resilience and capability within fundraising over time.

This role profile is indicative and may be reviewed in line with organisational priorities and structure.

Key Responsibilities

- Lead delivery of the Fundraising Strategy, advising SLT and Trustees on priorities, sequencing and affordability.
- Provide senior oversight of trusts and foundations, major donor and corporate income streams.
- Personally lead high-value, complex or reputationally significant funding opportunities.
- Line manage and support the Partnerships Manager and ensure effective cross-organisation collaboration.
- Maintain strong governance, compliance and risk management across all fundraising activity.
- Ensure fundraising plans align with financial strategy, capital planning and cashflow management.



About you

What we're looking for:

Essential

- Significant experience leading fundraising, development or income generation in the cultural, heritage, charity or public sector.
- Proven track record of securing high-value income from trusts and foundations and/or major donors.
- Experience of working with boards and senior governance structures.
- Strong strategic thinking with the ability to translate strategy into realistic, deliverable plans.
- Excellent relationship-building, influencing and judgement skills.
- Strong financial awareness, including restricted funding, capital grants and affordability.

Desirable

- Experience of working with Arts Council England and/or the National Lottery Heritage Fund.
- Experience of leading teams through organisational change or growth.
- Sound knowledge of UK charity fundraising regulation and best practice.

How to apply

Salary: £60,000 to £65,000 FTE
(Part time applicants will be considered)

Apply now at

www.beamish.org.uk/jobs

Closing date: Sunday, 14th June

To arrange an initial conversation with Sahreen Safdar, Exec Director of Finance and Resources, please e-mail: sahreensafdar@beamish.org.uk

For general enquiries, please e-mail:

michellesuddes@beamish.org.uk



Some of the great benefits of working with us

- Joining a fantastic, friendly team of over 400 staff and 400 volunteers.
- Museum pass, allowing free entry for yourself and three other people.
- Work within a beautiful and unique location a 300-acre site that represents the diverse histories and heritage of the north.
- Discount on catering and retail.
- Free Parking.
- Bike2Work scheme.
- 25 days holiday (plus Bank Holidays) and increasing to 30 days after 5 years.
- 2 wellbeing days for all employees
- Work for a charity in the heritage sector where all profits are reinvested into further developing the museum, its people and reaching our communities.
- Access to an Employee Assistance Programme.
- Staff and volunteer social events throughout the year.



“We must have such a museum in England: otherwise so much would be lost along with the equally important chance to tell everyone about their own past.”

Frank Atkinson

Beamish Museum, Founding Director

