Head of Fundraising and Development

Role Description

The National Videogame Museum (NVM) is looking for an experienced Head of Fundraising & Development to maximise income from a range of sources, including individual giving, the corporate sector, Trusts and Foundations. This role will work with the Co-CEO team to develop and implement a fundraising strategy, manage pipelines and workflows, and embed new fundraising and development capability within the organisation, creating strategic grant, partner and sponsor income streams for major projects and securing funds to support the future financial resilience of the Charity.

The National Videogame Museum

The National Videogame Museum is the UK's only museum dedicated solely to videogames, celebrating their history and culture over the last 50 years. The Museum features over 100 playable exhibits, from retro arcade machines to modern gaming experiences, alongside carefully curated object displays, and interactive experiences. NVM preserves 5,000 objects of videogame heritage for future generations through its Collection. The NVM is the primary focus of The BGI, our governing charity, whose aim is to educate the public on the art, science and technology of videogames.

Our Mission

Videogames are for everyone. Forever.

The National Videogame Museum is governed by The BGI (registered charity 1183530). We inspire everyone to play, collaborate and learn through our unique galleries, our multi-award winning learning programme and our vocational work. Our independent and diverse team of staff and trustees board works to:

- Create unique interactive exhibitions about games culture
- Inspire thousands of schoolchildren in engaging workshops
- Reveal careers in the UK's fastest growing creative industry
- Encourage everyone to play, make and celebrate videogames

Working at the National Videogame Museum

We are a small, hardworking team of creative problem solvers who believe in crafting fun and educational experiences that enrich our different communities' lives. We are passionate about our art form, but do not expect everyone to have a deep knowledge of videogames. We're adaptable and open to new ideas and committed to diversity and inclusion in everything we do.

Details

Job Title:	**Head of Fundraising and Development**
Accountable to:	Co-CEOs
Location:	The National Videogame Museum, Castle House, Angel Street, Sheffield, S3 8LN
Salary:	£39,000 - £42,000 FTE (£23,400 - £25,200 pro-rata) depending on experience
Hours:	0.6 FTE (22.5 hours per week)
Working Pattern:	Flexible and Hybrid (to suit business need)
Contract:	1 Year Fixed with potential to extend (3 month probation period)

Accountabilities and Responsibilities

- Finalise and embed a nascent fundraising strategy that secures support for major projects from Trusts and Foundations and maximises unrestricted income from individual donors and the corporate sector.
- Engage corporate sponsorship, individual donors, legacy giving, visitor giving, major funding bodies, campaigns and appeals to support the NVM's activities.
- Liaise with partners and supporters in the arts, business, community and academia; managing relationships and funding agreements as appropriate.
- Collaborate with Co-CEO Team to finalise and deliver the fundraising strategy.
- Oversee the delivery of key fundraising campaigns that raise the profile of the NVM, generate unrestricted income and engage corporate support.
- Make applications to Trusts, Foundations, the Lottery or Arts Council, and statutory bodies, as part of the strategy and its pipeline
- Implement donor profiling to develop a donor stewardship programme.
- Write funding bids and oversee reporting processes.
- Ensure that the NVM's fundraising activities are fully compliant with the Fundraising Regulator's Code of Fundraising Practice and relevant Charity Commission guidance.
- Be responsible for the production and management of delegated budgets and to record, monitor and evaluate all fundraising activities and income.
- Produce strategic reports on fundraising activity for the NVM Co-CEO Team.
- Monitoring and delivering on agreed fundraising targets.

Essential Criteria

- Excellent working knowledge of the funding environment including the ability to develop successful funding proposals in line with funder priorities.
- Experience in appropriate methods of cultivating relationships with grant bodies, public sector, major donor or corporate funders
- Proven track-record of initiating and delivering successful fundraising campaigns.

- Proven track-record of securing sponsorship.
- Excellent verbal and written communication skills with the ability to influence confidently and develop compelling 'asks'.
- Ability to communicate well with stakeholders, the management team and staff across all departments.
- Collegiate, collaborative approach
- Understanding and appreciation of equality, diversity and inclusion
- Excellent organisational skills, possessing a keen eye for detail.
- Financially literate and able to manage budgets effectively.
- A positive attitude that includes an enthusiastic and flexible approach to tasks with the adaptability to cope with the unexpected.
- Responsible, reliable and self-motivated, and able to work alone or as part of a team.

Desirable Criteria

- Experience of working in or for a museum or cultural venue.
- Chartered Institute of Fundraising membership or similar.

How to Apply

Applications should be emailed in the form of a CV and supporting statement (maximum of two sides, or this can be in your format of choice such as visual or video) to jobs@thenvm.org with the subject: "Head of Fundraising and Development (your full name)"

Please note that applications without a cover letter will not be considered. We want to hear your genuine voice and read about your real personal experiences. We therefore discourage the use of unedited AI-generated text for cover letters.

What to Include in your Supporting Statement

1. Please outline the breadth of your experience in developing a successful fundraising strategy.
2. Please provide an overview of your experience in cultivating relationships with the public sector, corporate investors and Trusts (example of each ideally).

The deadline for applications is **Monday 16th November 2026 - by 9:00am**

Interviews will be held at the National Videogame Museum in Sheffield within two weeks of the deadline, on Monday 30th November 2026.

How we interview

- All candidates and applications will be considered and responded to within a reasonable time frame.
- We encourage all candidates to apply and will make the interview process accessible according to different candidates' needs.
- We will typically shortlist 3-4 candidates from the list of applicants.
- We will provide interview questions in advance, and notify candidates of any practical aspects.
- Interviewers will introduce themselves and give their pronouns during the introductions.
- We will tell shortlisted candidates why we shortlisted them for interview
- After the interview, we will provide feedback to unsuccessful candidates within a reasonable time frame.

Other information

- The NVMs probationary period is 3 months.