

GATE

DEVELOPMENT MANAGER



GATE THEATRE: GROUNDBREAKING INTERNATIONAL THEATRE

The Gate brings people together from across the world to engage with theatre, performance, art and ideas. Founded in 1979 to stage ground-breaking international plays, the Gate is a platform for some of the 21st century's most radical artists, writers and directors from across the globe, known for its transformative ability to push the boundaries of what theatre is and can be. It is where creatives come together to imagine storytelling differently and where theatre and experimental thinking are front and centre.

At a time when the world and our own nation grow increasingly insular, we believe it is important to foster communication and understanding across borders, across languages, across cultures. The Gate works with artists in London to tell stories from beyond our borders, celebrating the multiplicity of identity within our artists and our audiences through the power of theatre.

As a home for new voices and new ideas, we also have a reputation as a training theatre. Gate shows enable artists to take risks and to develop and advance their own talent, and their own professional journey, by making high quality work that moves the artform and the sector forward.

We are now recruiting a part-time Development Manager at the Gate to work closely with the CEO & Executive Director to build and deliver against our fundraising strategy and develop new ideas to diversify our income streams. The Gate needs to raise at least £250,000 every year and this continues to be reliant on Trusts & Foundations. We are looking for someone who can write successful bids to secure grant income whilst also developing and energising our corporate and individual giving offers with support from our Communications Manager.

If you care about telling stories from beyond our borders and have experience of securing gifts of at least £20,000, we'd love to hear from you.



Wish You Were Here (2024)
Photo: Richard Lakos

GATE

At the Gate

The Gate is more than a building.

The Gate works with risk-taking artists to push the boundaries of what theatre can be. From designers being empowered to explore new techniques, to directors given permission to do the unexpected with existing texts, the Gate allows theatre to be transformative. The Gate's priority is producing an artistic programme that showcases our mission and impact beyond a physical space.



Bootycandy (2023)
Photo: Ali Wright



Wish You Were Here (2024)
Photo: Richard Lakos

How we work is as important as what we produce.

We interrogate established ways of working, recognising that theatre is implicitly political and social and we must make work that responds to and engages with the context. Through creativity, care and accessibility, we can make challenging work while considering more sustainable models of theatremaking. We call this our 'slow theatre' approach, where work is generated while we support artists in long-term development.



Scenes from the Climate Era (2025)
Photo: Marc Brenner

Storytelling is a means of change.

We believe that everyone should have access to exceptional stories, creative activities and a platform for expression. We prioritise international voices as a means to diversify and enrich the conversation on our stages. Access to theatre and the arts is an inalienable human right. At the Gate, the work should be an opportunity for social change and provocation to think deeply. Through this, we have the opportunity to imagine society differently.

DEVELOPMENT MANAGER

The Gate is looking for a Development Manager to secure fundraised income for the Gate through grant applications whilst driving the individual giving strand and leading on the design and delivery of crowdfunding campaigns. They will support the Executive Director to diversify income streams by developing new offers for potential partnerships and collaborations in business, education and within the arts industry.

'Not only have the Gate strengthened my commitment for daring, radical and joyful work, and educated me on the countless ways in which to achieve that, but they have given me my London professional stage debut. It was honestly one of the best experiences of my life.'

Kwame Owusu,
Gate Young Associate



Assata Taught Me (2017)
Photo: Ikinyum Photography



A Sudden Violent Burst of Rain (2022)
Photo: Craig Fuller

THE ROLE

Responsibilities:

- Work with the CEO & Executive Director to research, propose and develop approaches to Trusts & Foundations to support Gate mission and projects.
- Oversee the Gate's individual giving stream and crowdfunding campaigns, working closely with the Senior Producer and Communications Manager to increase engagement, income and improve use of systems for stewardship, including creation of supporters newsletter and related social media assets.
- Develop ideas for corporate, education and arts partnerships to secure further income or reduce costs through shared resources,
- Manage fundraising events, attend meetings with prospects and donors, and support wider Gate programme through participation in artist surgeries, coffee mornings and industry events.

Essential skills, qualities and experience

- An understanding and appreciation of the Gate's work
- Knowledge of trends, good practice and ethical fundraising across arts/charities
- Demonstrable experience of securing gifts of £20,000 and above, including Arts Council National Lottery Project Grants
- Experience of writing successful funding applications to Trusts and Foundations
- Experience designing and delivering crowdfunding campaigns
- Confident in relationship management
- Excellent time management skills and ability to prioritise to strict deadlines
- Experience of using fundraising databases, ideally Spektrix
- Excellent copywriting and editing skills, with an ability to adapt communications to suit different audiences and platforms
- Awareness and understanding of data privacy (GDPR)
- A proactive attitude to promoting diversity and inclusion across the sector

Desirable skills and experiences

- Experience of managing membership schemes
- Understanding of Gift Aid
- Experience and understanding of Arts Council investment principles and reporting requirements

THE ROLE

Salary: £33,000 / year pro rata

Hours & Location: 2 days / week (0.4FTE). This is a 2 day/week role, including a combination of remote and in-person at the Gate office (currently 38 Mayton Street, N7 6QR) or on-site at partner venues. Evening and weekend work will sometimes be required. The Gate operates a Time Off In Lieu (TOIL) system.

Annual Leave: 22 days/year pro rata

The Gate is an equal opportunities employer. We are committed to creating a workforce which is representative of our society and to bringing together those with a variety of skills and experiences to help shape what we do and how we work. We are particularly keen to hear from artists who identify as 'international' or are from migrant backgrounds.

Please note that this role is based in London and unfortunately we do not have the capacity to offer support for relocation or travel.

To apply please email a covering letter (no longer than 1 side of A4 if written or no more than 3 minutes as audio/video) along with your CV/Portfolio explaining why you would be suited to the role to jobs@gatetheatre.co.uk and **complete the Equal Opps monitoring form here**. Please share audio or video links via SoundCloud, Dropbox, Google Drive, or any other filesharing service, not as an attachment.

Deadline for applications: **Sunday 22nd February 2026**

Shortlisted candidates will be invited for interview to take place w/c Monday 2 March 2026 with Gate CEO & Executive Director Nicola Clements and Senior Producer Alice Linnane.

