

DEVELOPMENT & IMPACT MANAGER JOB PACK

Council for Dance, Drama and Musical Theatre (CDMT)

Closing date 9am Monday 9 November 2026

Photo: Adam Clayton-Smith

Recruitment to the post of Development & Impact Manager at the Council for Dance, Drama and Musical Theatre (CDMT)

Location	Salters' Hall, 4 London Wall Place, London, EC2Y 5AU
Responsible to	The CEO
Responsible for	Income generation, partnership building and impact measurement.

CDMT provides quality assurance, membership services and advocacy for institutions delivering training, education and assessment in dance, drama, music and musical theatre.

We are looking for an individual with excellent social skills who can evidence our impact and create strong propositions for better funding and partnership opportunities.

CDMT's position in the sector and the requirements of the role are described in this document:

About CDMT	3
CDMT's Mission, Vision and Values	4
Abou the role	5
Person Specification	6
Summary of the Terms of Employment	7
How to Apply	7

ABOUT CDMT

The Council for Dance, Drama and Musical Theatre (CDMT) grew from the Council for Dance Education and Training (CDET), which was founded in 1979. CDMT is today the only industry body in the UK offering quality assurance and membership services to institutions delivering training, education, and assessment in the performing arts. It is our mission to champion high-quality training and qualifications, demonstrating the value and positive impact of creative education, and supporting diverse learning routes inside and outside the classroom.

CDMT actively works to ensure that the pipeline of the performing arts- from early-year and out-of-school settings through to professional training- is secured to benefit learners for years to come, and to promote the progression of talented young practitioners and future professionals on which the sector relies.

CDMT's work, since its inception, has been to:

- Support the consistent application of standards across professional schools, conservatoires and awarding organisations, complementing the breadth of disciplines offered by performing arts providers
- Promote outstanding industry-approved institutions, thereby allowing prospective students, candidates and parents better to understand what constitutes excellent provision
- Advocate powerfully on behalf of the sector, increasing our public profile and influence with key industry and political stakeholders
- Act as authoritative source of information on high quality education and training provision, informing practitioners and government education authorities in their work.

SUMMARY OF CDMT ACTIVITIES

- Accredits excellent professional training at full-time dance, drama and musical theatre schools—providing the industry benchmark of quality since 1979
- Validates the world's leading awarding organisations which offer performing arts and music qualifications
- Recognises, by means of the Recognised Awards Scheme, pre-vocational dance, drama and musical theatre schools and teachers
- Provides membership and other specialist services through our Conference of Professional Schools and Awarding Organisations Committee
- Negotiates with government authorities on issues of education, funding, policy and regulation
- Acts as Secretariat of the APPG for Performing Arts Education and Training
- Publishes the annual UK Guide which is the definitive resource for those seeking information on quality provision in the sector
- Manages a substantial public-facing online platform which promotes members and core services, as well as administering two information websites for the Dance and Drama Awards (DaDA) and Graded Examinations respectively
- Operates a free comprehensive information service for the public.

Our charitable objectives

To advance the education of all persons and principally children, young people and students in the art, practice and appreciation of the cultural significance of dance, drama, music and musical theatre, and to promote high standards in education and training across the performing arts and related technical activities (including, without limitation, production skills).

Our vision

A UK where every young person's life is enriched by the magic of the performing arts, and every aspiring artist is empowered to take centre stage in our world-leading creative industries.

Our mission

We spark this potential by championing exceptional, accessible training, proving that creative education transforms lives, and opening doors to lifelong learning both inside and outside the classroom.

Our values

- TRUST: prioritising integrity, transparency, reliability and doing what we say
- QUALITY: promoting high standards, excellence, and continuous improvement
- COLLABORATION: championing inclusivity, teamwork, and shared success
- AGILITY: innovative responses to industry, policy and cultural changes

ABOUT THE ROLE OF DEVELOPMENT & IMPACT MANAGER

We provide quality assurance, membership services and advocacy for institutions delivering training, education and assessment in dance, drama, music and musical theatre. You will support the CEO to diversify our income generation.

We are looking for an individual who can evidence our impact and create strong propositions for better funding and partnership opportunities.

This is a time of change for the charity and the performing arts education sector. We require a talented, ambitious and self-driven professional able to help deliver the vision and join our small but mighty team.

RESPONSIBILITIES OF THE POST

Develop and manage new income streams and fundraising pipeline

- Understand the organisation's development position in order to create a funding pipeline of potential funders and partners with income targets and impact priorities
- Research sector developments, review opportunities and decide which deserve attention
- Identify income opportunities amongst grants, corporate sponsorship, philanthropy and events
- Work with colleagues to shape new ideas, programmes and propositions
- Build and cultivate meaningful relationships with funders, corporate partners, industry, education partners and politicians
- Turn these relationships into opportunities that create greater impact and/or sustainable income.

PR and influence

- Build strategic partnerships and use member insights to influence and create change in the sector
- Engage stakeholders (industry, policy makers, members, public) through social media
- Content contributor/ strategic voice for external communications
- Represent the organisation, creating press releases and briefings

Collecting evidence and demonstrating impact

- Create and manage the evaluation strategy
- Gather impact data
- Demonstrate outcomes against KPIs
- Gather case studies and impact stories
- Write evidence-led reports for funders and stakeholders
- Turn evidence into future funding and partnership propositions
- Update Case for Support

PERSON SPECIFICATION

The successful candidate for the role of Development & Impact Manager will be able to demonstrate:

- Experience in turning ideas and evidence into partnerships, funding and measurable impact
- Strong writing and storytelling skills, with the ability to create compelling propositions for funding applications, the Case for Support, impact reports, partnership proposals and stakeholder communications
- Commercial instincts, seeing connections and opportunities for partnership, sponsorship and income
- Confident with KPIs, qualitative and quantitative evaluations and impact reports
- An interest in the cross-section of education and the performing arts
- Strong social and networking skills
- Skills in relationship-building and developing mutually beneficial partnerships
- Ability to take initiative and create opportunities
- Understanding of different stakeholders' needs
- Excellent communication skills
- Organisation and ability to manage multiple funding and partnership pipelines
- Resilience and resourcefulness
- Analytical skills
- Creativity

It is desirable, but not essential, for candidates to be educated to a degree level or have equivalent experience.

SUMMARY OF TERMS OF EMPLOYMENT

The terms below do not form part of a contract and are for information only. On appointment the successful applicant will be issued with a contract setting out the full terms of employment.

- Reporting to CDMT's CEO
- 24 month fixed-term contract, with possibility to extend
- A 30 hour working week
- 20 days annual leave plus 3 days Festival Leave (between Christmas and New Year) plus statutory holidays
- Normal hours are from 9.30am – 5.00pm at the CDMT office (Monday work from home)
- 2 month period of notice on either side on confirmation of appointment (subject to successful completion of a six month probationary period)
- Salary of £42,000 pro rata (0.8 FTE), subject to annual review
- CDMT operates a pension scheme with 5% employer contribution
- CDMT is an equal opportunities employer

HOW TO APPLY

Applications comprising a curriculum vitae and Cover Letter (max. 2 sides of A4 or 15 presentation slides) addressing the responsibilities and requirements of the post and person specification should be sent by email and attachment to CDMT at office@cdmt.org.uk marked **Development & Impact Manager Job Application** in the subject bar.

Closing date is 9am on Monday 9 November 2026.

Interviews will take place at the CDMT office on Tuesday 17 and Wednesday 18 November.

Start date Tuesday 5 January 2027.