

**St Martin-in-the-Fields Ltd**  
**Business Development Director**  
**London**  
**Competitive**

St Martin-in-the-Fields is an iconic church at the north-east corner of one of London's most famous squares. For 800 years St Martin's has been a pioneer. Today it is known for its music, its work to support people away from homelessness and its innovative thinking on the role of church in contemporary society as much as for its busy life as a parish church at the very heart of London.

Commercial activities are integral to St Martin-in-the-Fields - not just as a source of income, but also as a means of extending its welcome to all. St Martin-in-the-Fields Ltd, the trading company of St Martin's, is wholly owned by its Parochial Church Council, with all profits supporting its upkeep and work. It runs two cafés, a ticketed concert programme, a gift shop and an events business. The Café in the Crypt has a turnover of over £2.5m a year, serving an average of 1150 people a day. The concerts team host 227 ticketed music performances a year and the shop serves 67,000 customers. The events team organises anything from location and filming work and gala dinners in the church's beautiful Georgian buildings through to conferences and meeting room hire in its modern facilities. The business employs 130 people, all on at least London Living Wage.

St Martin-in-the-Fields Ltd is seeking to appoint a Business Development Director to grow its commercial income. This is a new role and is an exciting opportunity to shape the future of a London landmark that plays a pioneering role in society. The Director will work to support a step change in events business revenue, developing and marketing the offering and seeking out commercial partnerships. S/he will also play a key role in shaping new plans for the cafés, will support the strong and sustained growth of retail and concert sales, and will ensure a high degree of cross promotion between areas of the business.

The successful candidate will bring a unique combination of skills, blending commercial acumen and an understanding of how to maximise return from hospitality activities with an appreciation of both the sensitivities of the site and the broader strategic mission of St Martin-in-the-Fields. They will bring a keen eye for detail, an instinct for marketing and a high degree of financial literacy. A can-do attitude will be essential; this individual will need to roll up their sleeves and get involved with a small and close-knit team.

St Martin-in-the-Fields Ltd welcomes interest from individuals currently operating in the hospitality sector or commercial end of the arts and culture / heritage sector. The ideal candidate will bring a combination of experience from one or more of these sectors.

Saxton Bampfylde Ltd is acting as an employment agency advisor to St Martin-in-the-Fields Ltd on this appointment. For further information about the role, including details about how to apply, please visit [www.saxbam.com/appointments](http://www.saxbam.com/appointments) using reference HADAEA. Alternatively, telephone +44 (0)20 7227 0880 (during office hours). Applications should be received by noon on Thursday 24 January.