

Director of Partnerships

Full-time

Start date: Autumn 2021

Salary based on experience

ABOUT

London Design Festival first took place in 2003 and is one of the world's most important and influential global design events. London Design Festival's mission is to celebrate and promote London as the design capital of the world and as the gateway to the international creative community. The next Festival will take place across London from 17-25 September 2022.

London Design Biennale is a global gathering of the world's most ambitious and imaginative designers, curators and design institutions. Launched in 2016, and taking place every two years at Somerset House, London Design Biennale has now completed its third edition which took place in June. Es Devlin, Artistic Director chose 'Resonance' as the theme, with 38 responses of unique site-specific installations and presentations across the entirety of the site. Each national entry is curated by Embassies and leading institutions including the V&A, Triennale Museum, MAK, Vienna and Cooper Hewitt and Smithsonian. The next Biennale will be in June 2023.

THE ROLE

We are looking for a highly motivated individual who enjoys networking and establishing relationships to join us as Director of Partnerships. Your core responsibilities will be to building a strategy to secure new partners and manage existing relationships across a broad range of opportunities for London Design Festival and London Design Biennale. This role includes scope for the incoming candidate to play a strategic role in the future direction of the companies including the development of new activities.

RESPONSIBILITIES:

- Build new strategic vision for partnership across all activities
- Identify and develop relationships with new sponsor and client prospects
- Manage and support across all existing client and sponsor relationships
- Create and present sponsor packages and proposals, matching packages to client needs. You will be working across a diverse programme of existing activities as well as developing new opportunities
- Contracting Festival and Biennale partners and stakeholders
- Research and secure advertising revenue through print and online opportunities
- Manage sponsor benefits fulfilment leading up to, during and after the Festival and Biennale
- Ensure sponsor objectives are met and included within post Festival and Biennale reporting
- Work closely with the Festival Partnership Manager to establish potential for Festival Partners to grow into sponsors for the Festival's core programme
- Work closely and in synergy with the wider Biennale and Festival teams

KEY SKILLS:

- 5 years minimum relevant experience in a sponsorship or business development role
- A strong interest in and active network across brands and the creative industries
- A proven track record of developing sales plans and meeting commercial targets is essential
- A great communicator, comfortable presenting to everyone from internal stakeholders to headline sponsors
- Supportive team member
- An ambitious self-starter, with excellent time management and organisational skills
- Passionate about the creative and cultural sector
- Strategic thinker
- High level of networking skills
- Confident working with a MAC and Microsoft Office (InDesign and Photoshop desirable)

APPLY

If this sounds like you please send a CV and covering letter to jobs@londondesignfestival.com, with the subject **Director of Partnerships application** by Friday 29th October 2021.