

Business Development Director

The IMA is looking for a highly capable Business Development Director to develop and drive the organisation's self-generated revenue strategy, which includes the IMA Annual Gala, tiered philanthropic program, foundations and trusts, IMA Gallery Shop, and a soon to be opened café. Working alongside the Executive Director, and with the Assistant Director, Programs and Operations, the Business Development Director will form part of the executive team which will lead the IMA's vision, goals, and strategic priorities.

This newly created leadership role will manage a small and high performing team to develop and deliver a comprehensive and strategically envisioned Business Development Plan, which will increase the IMA's annual turnover through fundraising, philanthropic investment, and earned income opportunities. The Business Development Director will oversee the implementation of a strategic marketing plan and increase overall brand visibility within international, local, and domestic markets.

The Business Development Director will also work with the executive team to contribute to the IMA's business operations, in particular:

- contributing to major funding applications and acquittals;
- high level stakeholder management, including philanthropists and trusts
- financial management, including developing and monitoring budgets

About the IMA

Since 1975 the Institute of Modern Art has been the hub of the Brisbane's contemporary art scene, presenting an annual program of exhibitions, public programs, publications, and offsite programs by Queensland, Australian, and international artists.

As one of Australia's leading independent contemporary art spaces, our 2021-2024 vision is to become a truly inclusive, sustainable, and future focused organisation. Through our artistic programs, which include exhibitions, publications, offsite projects, and public programs, we **invest in the local, shape the national, and impact the international.**

About you

We are looking for an experienced and strategic business leader who is passionate about contemporary art and is ready to take the next step in their career. You will use your business acumen to grow the IMA's overall visibility and increase self-generated revenue through a range of experiences, events, and products. Highly motivated, professional, and level headed, you will enjoy working in a small team and busy environment, while able to balance competing priorities and multiple projects. You will possess outstanding team and stakeholder management skills and have a demonstrated track record of building strong relationships with the private sector, including donors, trusts, and corporate businesses. Your capacity to lead innovative business development initiatives will set you apart, as will your ability to consistently meet development targets.

Selection Criteria (Essential)

- Proven experience working in a fundraising role or other relevant role, especially in the arts or not for profit sector
- Strategic thinker, who is highly motivated to achieve organisational objectives and targets
- Outstanding relationship builder with extensive experience managing stakeholders and stewarding donors

- Knowledge of building brand recognition and utilising branding for business development
- An effective and dynamic leadership style, that draws upon high level communication, interpersonal, and management skills to set expectations and track team performance
- Strong organisational and time management skills, with the ability to manage multiple projects at once
- Understanding and passion for arts and culture
- Financial management skills, including experience in setting, tracking, and managing budgets; understanding cost benefit ratios and profit margins; applying for, securing, and acquitting trust and foundation funding; attracting philanthropic investment

(Desirable)

- At least five years' experience working in the arts sector, preferably small to medium and/or visual arts
- Has a Marketing Degree, MBA, or equivalent
- Experience in marketing and/or public relations
- Experience in product development

Application Process

- For more details, including the position description, please visit the IMA's website
- If you have further questions about the role, please contact Liz Nowell, Executive Director via recruitment@ima.org.au. Please note: the office will be closed from 21 December to 6 January 2020, however the Executive Director will endeavour to make contact with you as soon as convenient.
- Applications must consist of a one-page cover letter, two-page (maximum) response to the Selection Criteria, a CV, and the names and contact details of three professional referees emailed as a single Word document or PDF with your name and the position title as the document's name
- Applications should be sent to Liz Nowell, Executive Director, at recruitment@ima.org.au by **Sunday 21 January 2020**. Shortlisting will quickly take place and interviews will be held on **Tuesday 28 and Wednesday 29 January**. If you are unavailable on these dates, please note your alternate availability in your cover letter

The IMA values diversity in the workplace. Aboriginal and Torres Strait Islander people, people with disability, LGBTIQ+ people, and culturally and linguistically diverse applicants are strongly encouraged to apply for this position.