



ROGREGOR ENYAMCWAYNE

Studio Business Development Director
Job Profile



WHO WE ARE

Studio Wayne McGregor is the creative engine for choreographer and director Wayne McGregor, and the home of his life-long choreographic enquiry into thinking through and with the body. It describes the dynamic team of individuals and resources that supports his vision, and comprises dance artists, writers, composers, film-makers, visual artists, scientists, designers, architects, stage technicians, software engineers, administrators and producers who form his collaborative network.

In 2017 we opened an inspiring new arts space at Here East in Queen Elizabeth Park. Part of a new technological and creative community re-imagining the cultural landscape of east London, it comprises three extraordinary studio spaces, hosting all of McGregor's creative work and collaborations alongside artist development and creative learning programmes based on the trading of space, time and skills.

We are creative, curious and ambitious with collaboration, inclusion, diversity, sharing and generosity at our centre. We aspire to be a place where a diverse mix of talented people want to come and do their best work. We strive to build an inclusive culture that encourages, supports, and celebrates the individual voices of our team and reflects the communities we work with.

WHO WE ARE LOOKING FOR

We are looking for an experienced, entrepreneurial and keen **Studio Business Development Director** to join our Senior Management Team to build our rental and event activities by identifying and building income generating activity and ensuring long-term sustainability. You will need to set and meet financial goals in order to increase revenue and enhance the Studio's financial position, as well as keep aware of market conditions to provide strategic advice.

Our Studio Business Development Director will have an entrepreneurial mindset but will be someone who will also be a creative strategist with excellent organisational abilities, and the drive to move forward visions to become realities. The goal is to promote and expand the company's use of its capital asset in order to generate revenue to support the ongoing artistic vision of Studio Wayne McGregor.

THE OPPORTUNITY

Designed by We Not I and featured in Wallpaper* magazine, our building comprises three state-of-the-art studios (including two of the largest in London) and a series of playful spaces in which to collaborate and create. The space has attracted cultural and commercial clients from the musical Chicago and the BBC, to Eurostar and Miele, and projects have included dance and theatre rehearsals, filming and photo shoots, product launches and other special events. There is now an exciting opportunity to build on these foundations and develop a growing and thriving rental business to complement our creative and artist development work.

DETAILS OF THE ROLE

- This is a new role so we are offering it initially as a part time role, 3 days a week.
- The salary is £40,000 per annum pro rata, based at our studio in east London, with the flexibility to also work remotely.
- Hours of work are 10am to 6pm each day.
- Holiday entitlement is 17 days (including bank holidays) each holiday year.

HOW TO APPLY

Complete the Application Form on our website:
<https://waynemcgregor.com/about/auditions-jobs/>

And email your CV including your full name in the subject line to:
96b482aa.waynemcgregor.com@uk.teams.ms

The deadline for receipt of applications and CV's is
Friday 1 January 2021 at 5pm.

Interviews will take place on Zoom on **Thursday 7 January 2021.**



JOB DESCRIPTION

Job title:	Studio Business Development Director
Main objectives:	To develop SWM's rental landscape, expanding this outside of the traditional theatrical sector
Responsible to:	Executive Director, Artistic Director
Responsible for:	Studio Manager
Key relationships:	Artistic Director, Executive Director, Director of Development

Key Duties:

- Oversee the development and implementation of a rental/events/launches strategy to accelerate growth.
- Identify new market opportunities, determine the optimal pricing to balance income with customer satisfaction, and direct the marketing of these operations.
- Help SWM build and maintain a consistent trajectory of growth of activity, while avoiding obstacles that arise from a constantly shifting market.
- Pay careful attention to all the Studio activities across all markets and be constantly looking to take part in trends for the future.
- Reach out to acquire new clients as well as manage client relationships and advise the Artistic Director and Executive Director about new markets to explore.
- Build and maintain profitable partnerships with key stakeholders.
- Monitor performance of building activities using key metrics and prepare reports for senior management and trustees.
- Assist in setting financial targets, manage targets and monitor budgets.
- Manage the Studio Manager, who will manage the Studio and the Studio Team.

You will:

- Be able to demonstrate project management, negotiation, market research, and marketing skills
- Have some experience working in senior management
- Excel in sales
- Have participated in business development initiatives
- Be able to keep a number of different projects developing in the most efficient ways possible
- Be able to thrive in a high-pressure role in a fast paced, dynamic environment
- Be able to achieve success against set deadlines and income targets

You will have:

- Strong interpersonal skills
- An ability to eloquently convey complex ideas
- A good instinct for business
- Analytic and problem-solving skills
- A close eye for detail

You are:

- A people-person who is skilled at impressing clients and satisfying customers

