

The Model: Business Development Manager **(<https://www.activelink.ie/node/111260>)**

The Model  

Business Development Manager

CONTRACT: 3-year fixed term, following a 6-month probationary period, with a view to permanency, subject to funding.

SALARY: The salary for this role is €45,000.

LOCATION: The Model, The Mall, Sligo, F91TP20.

BACKGROUND

The Model, Home of the Niland Collection is a dynamic, ambitious, welcoming and inclusive Museum and Centre for the Contemporary Arts. While offering global perspectives on art, culture and identity, we embrace the strong local flavour of our unique position on Ireland's Northwestern periphery. We connect diverse people with creativity locally, nationally and internationally. Art, artists, audiences and caring for Sligo's Municipal Collection form the core of our work.

THE ROLE

The Model is recruiting a Business Development Manager (BDM), a new senior strategic position within the organisation that presents an excellent opportunity for the right individual to put their mark on a new role for The Model. It will be an integral role, responsible for driving increased revenue across a range of earned income sources, including retail, venue and facilities hire, box office and new business opportunities.

Working closely with the CEO, the Business Development Manager will be a creative, driven and effective individual. They must have a proven track record of income generation, ideally with knowledge of the business sector including marketing, retail and / or tourism. Through their deliverables, the BDM will make a key contribution to The Model's success on the next exciting phase of our journey as outlined in their Strategic Plan 2024-2028.

The ideal candidate will have significant experience of business development, sales and marketing in a senior position and a track record of increasing income from a variety of sources. They will also have a proven track record of developing, and managing successful partnerships with a variety of internal and external stakeholders.

If you have a proven track record in business development with a passion for the arts or the ability to quickly understand and assimilate this context, we would love to hear from you.

APPLICATION DETAILS

To apply for this position, [fill out this form \(https://www.charitycareersrecruitment.ie/vacancy/127#application-info\)](https://www.charitycareersrecruitment.ie/vacancy/127#application-info) to get the full job description, candidate information pack, and application details.

If you have further questions, email recruitment@cciexecutivesearch.ie (mailto:recruitment@cciexecutivesearch.ie), using The Model — Business Development Manager as the subject of your email.

The recruitment campaign for this position is being managed exclusively on behalf of The Model by non-profit specialist recruitment consultancy CCI Executive Search.

It is CCI's policy to ensure that as much accommodation as possible is provided to facilitate the participation of individuals with special needs in the recruitment process and the workplace. If you require any specific accommodations, please let us know.

Deadline for applications: 22/10/2024 15:00

Region

Sligo

Date Entered/Updated

1st Oct, 2024

Expiry Date

22nd Oct, 2024

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