

Wexford Festival Opera: Sponsorship Manager **(<https://www.activelink.ie/node/116425>)**



Job Title: Sponsorship Manager

Location: Wexford Festival Opera, Wexford, Ireland (Hybrid or On-Site)

Reports To: Head of Development

Contract Type: Full-time, Permanent

Salary: €40,000 – €45,000 per annum, based on experience

About Wexford Festival Opera

Wexford Festival Opera (WFO) is internationally renowned for its dedication to presenting rarely performed and unjustly neglected operatic works. Each year, the festival attracts a global audience, artists of the highest calibre, and garners critical acclaim for its artistic excellence and innovative programming. Described by Frommer's Travel Guide as one of the top three destinations in the world for opera lovers, Wexford Festival Opera enjoys a growing base of national and international supporters and sponsors. This is a unique opportunity to work with an award-winning arts organisation that is driven, ambitious, and respected on the world stage.

As WFO continues to grow and build upon its fundraising success, we are seeking a highly motivated and strategic **Sponsorship Manager** to join our Development Team. This is a key fundraising role focused on driving sponsorship growth and deepening relationships with corporate partners.

Role Purpose

We are seeking an energetic, strategic, and experienced **Sponsorship Manager** to join our growing Development team. This role will focus on identifying, developing, and securing sponsorship and commercial partnership opportunities for Wexford Festival Opera.

The Sponsorship Manager will lead on all aspects of sponsor acquisition, relationship management, and activation, ensuring that each partnership is delivered to the highest standards and that sponsors experience meaningful engagement with our brand and audiences.

You will work within an experienced and supportive Development team comprising the Head of Development, Donor Development Manager, Operations and Research Development Executive, and a part-time Development Executive. This team structure ensures a rich exchange of ideas and support across fundraising functions, allowing the Sponsorship Manager to thrive within a focused, mission-driven environment.

The role offers scope for creativity, innovation, and personal initiative and would suit someone passionate about the arts and with a strong track record in sponsorship or commercial fundraising.

Key Responsibilities

- Identify and secure new sponsorships across corporate, media, and brand sectors to support the festival's activities and growth.
- Build and maintain strong relationships with current and prospective sponsors, ensuring excellent stewardship and high levels of engagement and retention.
- Work closely with sponsors to develop and execute bespoke activation campaigns that align with their brand and marketing objectives.
- Collaborate with internal teams (e.g., marketing, programming, production) to ensure seamless integration and delivery of sponsor commitments.
- Develop compelling sponsorship proposals, presentations, and reports that effectively articulate value propositions.

- Maintain accurate and up-to-date records of sponsor interactions, contracts, and performance metrics using appropriate CRM tools.
 - Monitor market trends and competitor activity to identify new opportunities and ensure competitive positioning.
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Person Specification

Essential Skills & Experience

- A minimum of 3 years' experience in sponsorship sales, fundraising, business development, or a similar commercial role, ideally within the arts, cultural, or events sector.
- Demonstrable success in securing six-figure sponsorship or income targets.
- Proven skills in account management/relationship cultivation with high-value clients/donors.
- Strong commercial awareness and negotiation skills, with a strategic and analytical approach to deal-making.
- Excellent verbal and written communication skills, with the ability to produce high-quality proposals and presentations.
- Strong organisational and time management abilities, capable of managing multiple deadlines and priorities independently.
- A collaborative team player with the initiative to work autonomously and the interpersonal skills to work effectively with diverse stakeholders.

Desirable

- Experience in the arts, cultural, or non-profit sectors.
 - Experience with event logistics or donor engagement activities.
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Why Join Us?

This is a unique opportunity to join a world-class cultural organisation and play a key role in its future development. As part of a passionate and dedicated team, you will contribute to the success of one of Ireland's most celebrated festivals, while building your own skills in fundraising, operations, and arts administration.

How to Apply

Please send your CV and a cover letter outlining your suitability for the role to tojobs@wexfordopera.com (<mailto:tojobs@wexfordopera.com>) by 5pm on Friday 18th of July 2025.

Region

Wexford / Hybrid

Date Entered/Updated

25th Jun, 2025

Expiry Date

18th Jul, 2025

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