

Birr Festivals Collective
Festivals Business Developer
– **Contract for Services**



Birr Festivals Collective is inviting applications for a **Festivals Business Developer** to work with its five festivals: [Birr Festival of Music](#), [Birr Vintage Week & Arts Festival](#) and [Offline Film Festival](#), [Scripts Ireland's Playwriting Festival](#), [Hullabaloo! Offaly's Children's Arts Festival](#).

- **Post:** Birr Festivals Business Developer
- **Total Contract value:** €25,000 (incl expenses, vat)
- A blend of remote and in-person engagement
- Contract for Services
- This role can be performed on a part-time basis, and we are open to flexible working patterns

Summary of role and responsibilities:

- Create and implement a Strategic Sponsorship Development Plan.
- Join Birr Festivals Collective during a pivotal time of innovation in sponsorship development. This role focuses on exploring new, sustainable ways to increase sponsorship capacity in order to enhance festival programming and audience engagement.
- The ideal candidate will be motivated, creative and experienced in the community and non-profit sectors, as well as corporate and philanthropic fields.
 - you will have previous successful experience in fundraising, however, this role would also be a good fit for somebody with a background in business development, sales or account management with experience in securing new business within a target-driven environment
 - strong communication, writing, organizational skills and attention to detail are essential. You must be confident in identifying and engaging potential partners and have a proven track record in sponsorship development and pitching to new supporters.
- The Festivals Business Developer will establish a framework to make philanthropy a key income source for local festivals.

Strategic

- Develop and implement plans to increase sponsorship growth through corporate and philanthropic investment.
- Create compelling funding pitches for each festival and the Festivals Collective for approaching potential sponsors.
- Secure and manage funding, focusing on multi-year commitments.

Outcomes

- Secure sponsorship for five festivals with at least two major donors for 2025 (targets set at contract start).
- Develop a detailed database of potential donors, categorised by sponsorship likelihood and festival preferences.
- Ensure long-term sponsorship and partnerships to sustain the role beyond this contract.

Timeframe

It is proposed this contract for service will begin in winter 2024 and must be finished by May 2025. This role will be performed on a part-time basis and open to flexible working patterns.

Budget

Submitted budgets should not exceed €25,000 including VAT, travel, expenses and per diem.

Background

Birr Festivals Collective arose from the 2020 report, [Seeing The Beyond | Birr Festivals Planning for a Shared Future](#), commissioned by Birr 20:20 Vision Company, (with support from Offaly Local Development Company), that produced a set of recommendations to support sustainable festival development in Birr into the future. One of the key opportunities identified was to engage shared services across the Collective to address common development goals.

Birr Vintage Week & Arts Festival is one of the oldest community festivals in the country. It is a week-long event that celebrates the community, the heritage tradition, the arts and the hospitality of the town. **Offline Film Festival** is a 5-day Festival in October that promotes the exhibition of new films by Irish filmmakers and the festival aims to present new Irish work in a diversified international context that includes work by overseas filmmakers. **Birr Festival of Music** is a four-day festival that takes place over the May Bank Holiday weekend, presenting recitals and concerts of classical music by renowned Irish and international artists, with outreach into schools and community. The other two Collective Festivals are **Hullabaloo! Offaly's Children's Arts Festival** celebrating the creative and imagination of children and young people and **Scripts, Ireland's Playwriting Festival** as a national festival that creates opportunities for playwrights to have their work critically appraised and performed. Both these festivals are co-produced by Birr Theatre & Arts Centre.

Making an Application

Please apply in writing via email birrvintageweekarts@gmail.com by 4pm Friday 1 November 2024.

Your application should include:

1. An outline of the planned approach to this work
2. Outline suitability for the role: C.V, details of experience and any other information deemed relevant.
3. Provide two references / testimonials from existing clients
4. Timeline envisaged to carry out the work - give an outline of the timescale for the project including detailing approx. number of contact days expected with Festival personnel and making approaches / introductions to potential donors, research etc. At the beginning of the contract a detailed timeframe and targets will be agreed upon. (Contract must finished by May 2025).