

Fundraising and Sponsorship Manager – Abbey Theatre

CONTRACT: Full time, permanent position

SALARY: For full salary information, please contact CCI.

LOCATION: A blend of working from the Abbey Theatre and D'Olier Chambers, Dublin 1 and working remotely.

BACKGROUND:

The Abbey Theatre's mission is to effectively and imaginatively engage with all of Irish society through the production of ambitious and courageous theatre, in all its forms.

Founded as Ireland's national theatre in 1904, the Abbey Theatre has played a central role in reflecting Ireland's evolving cultural, political, and social identity. It has done so through the creation and staging of an important literary repertoire which has helped Irish people to understand and communicate what it means to be Irish, in Ireland and abroad. This role continues, as the nation's sense of identity continually evolves, and our population becomes increasingly multicultural and diverse.

The Abbey is artist-led and audience-focused. All artistic programmes are driven by ambitious, big ideas by theatre-makers of all disciplines, relevant to the times in which we live, and communicated effectively to all citizens and stakeholders.

THE ROLE:

An opportunity now exists for an experienced, ambitious Fundraising and Sponsorship Manager with strong relationship management and new business development skills to join the Abbey's passionate team. This is an opportunity to develop your career in fundraising, sponsorship, and philanthropy and be part of one of Ireland's leading national Arts organisations, at a very significant stage in its development.

The role will focus on stewarding and building relationships with current and prospective donors, both individual and corporate.

To succeed in this role, ideally, you will have previous successful experience in fundraising and/or sponsorship. However, this role would also be a good fit for a successful sales/relationship account manager with experience of meeting targets and converting new business.

You must be able to demonstrate strong relationship management, interpersonal and sales skills along with experience in prospecting, pitching, and building connections and partnerships with a variety of stakeholders. A passion for the Arts is essential – you must be able to tell the story and the impact of the Abbey with enthusiasm and authenticity to potential donors.

If you are a consultative creative thinker and storyteller, with excellent rapport building and influencing skills, and genuine belief in the importance of the Arts and cultural institutions, we would love to hear from you!

HOW TO APPLY:

Please email recruitment@cciexecutivesearch.ie for the full job description, candidate information pack, and application details for this role. Please use 'Abbey Theatre – Fundraising & Sponsorship Mgr' as the subject of your email.

The recruitment campaign for the role of Fundraising and Sponsorship Manager is being managed exclusively on behalf of the Abbey Theatre by non-profit specialist recruitment consultancy CCI Executive Search.

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

Closing Date: 3pm on Monday 19th June 2023.