



Chief Executive – *Business to Arts*

Job Description and Core Competencies

Salary: €75,000 - €85,000 (+performance-related bonus)

Location: Blended - Dublin 2 (c.3 days per week), On-Site/Location & Remote (c.2 days per week)

Our Mission

Business to Arts builds creative partnerships between the arts and business; so that the creativity of the arts and the acumen of the business community enhance each other and drive world-class performance in Ireland.

Job Description and Core Competencies

We are a successful, vibrant and highly-regarded membership-based charity. The Chief Executive is a dynamic and strategic leader who brokers, enables and supports creative partnerships between businesses, individuals and the arts. They will have the opportunity to lead the organisation through to the next stage of its development (2023-28) and beyond.

Through their strong communication style, they will inspire others to support *Business to Arts* and drive our membership, sponsorship, donor-advised funds and grant income growth. They will build our family of supporters through their excellent networking and relationship management abilities. With their collaborative management skills and financial acumen, they will ensure that our financial and human resources are used to their maximum potential. Their vision and drive will position the organisation and the prestigious *Business to Arts Awards* strongly with our target audiences and in the media.

This will be achieved by:

Establishing focus:

- Ensuring our stakeholders understand and identify with our mission and direction
- Enhancing our Board and Executive's understanding of how their work relates to our mission
- Developing our Strategic Plan and how we will achieve its goals

Understanding of the arts:

- Enjoying an interest and passion for the arts, which is demonstrated by a level of engagement and understanding
- Valuing the arts sector and the public's engagement with it
- Having experience of how the private sector engages with the arts

Fostering teamwork & empowering staff:

- Leading our talented and committed Executive across onsite and remote work
- Demonstrating interest, skill, and success in ensuring they:
 - work well together and have confidence in their ability to be successful
 - delegate responsibly, self-direct and decide how they will accomplish their goals and resolve issues

Persuasive communication and fundraising abilities:

- Continuing our many fundraising successes by having a strong personal communication style, which is capable of inspiring others to support our organisation and the arts
- Delivering substantial fundraising results through a wide spectrum of fundraising activities



- Managing our brand, and our relationships with our patrons, members and donors, in support of funding efforts

Applying business and commercial acumen:

- Managing finances soundly by maintaining, developing and implementing sound accounting, financial control and reporting policies, systems and processes
- Involving our Board and Executive in the budgeting process so that all are satisfied that it is consistent with our strategic goals and to ensure their commitment to budget allocation
- Building on the positive relationship with the Board to help them continue to support and champion *Business to Arts*, while meeting their duties as a Board

Managing relationships and stakeholders:

- Engaging with and understanding artists and arts organisations
- Fostering and growing relationships with our current and potential patrons, members and representative groups from the Irish business, Government and education communities
- Understanding Public Policy and engaging with key decision-makers in public life

Leading and managing change:

- Demonstrating support for innovation and the changes needed to improve our effectiveness
- Taking the lead in setting and implementing new partnerships, policies or procedures
- Supporting various change management activities (e.g. technology, social media communications, education, team development and coaching)

Forward thinking:

- Monitoring the strategic direction of the organisation, identifying potential opportunities and risks and planning how to deal with these
- Facilitating the Board and Executive's consideration of these issues

To apply for the role of Chief Executive of *Business to Arts*:

Candidates should submit their application in confidence to recruitment@businessstoarts.ie on or before 5.00pm on Friday 4th February 2022. An application must include:

- A Cover Letter, which outlines how the applicant meets the above core competencies and their vision for *Business to Arts*
- A Curriculum Vitae

Reference documents / profiles:

- [Business to Arts – About Us](#)
- [Business to Arts Strategic Plan 2018-23](#)
- [Business to Arts Charities Regulator Profile](#)
- [Life Worth Living: The Report of the Arts and Culture Recovery Taskforce](#)