



STAVROS
NIARCHOS
FOUNDATION
CULTURAL
CENTER

ΚΕΝΤΡΟ
ΠΟΛΙΤΙΣΜΟΥ
ΙΔΡΥΜΑ
ΣΤΑΥΡΟΣ
ΝΙΑΡΧΟΣ

Development Director

Designed by the architectural firm Renzo Piano Building Workshop, the Stavros Niarchos Foundation Cultural Center (SNFCC) is a sustainable, world-class cultural, educational and recreational urban complex that includes the new building facilities of the National Library of Greece and the Greek National Opera, alongside with the Stavros Niarchos Park. It was constructed through a grant from the Stavros Niarchos Foundation and was transferred to the Greek State in February 2017.

SNFCC Single Member S.A. is a public benefit organization, responsible for the maintenance, operation, and management of the Stavros Niarchos Foundation Cultural Center and the Stavros Niarchos Park, while at the same time, developing its own cultural, educational and sports programming, open to all and free of charge, thanks to an exclusive grant from the Stavros Niarchos Foundation.

SNFCC Single Member S.A. is an employer that provides equal opportunities, through prohibiting discrimination against employees or candidate employees regarding their race, skin color, religion, nationality, ethnic origin, gender, age, disability, marital status, sexual orientation or any other category protected by the law. SNFCC Single Member S.A. ensures that all candidates will be treated equally with accordance to their qualifications and the conditions laid down by the law.

The **Development Department** is responsible for securing revenue and identifying funding sources to support the organization's events and operation.

SNFCC is currently looking for a **Development Director**, reporting to the Managing Director and the General Director. The **ideal candidate** will provide revenue development and fundraising through strategic planning and implementing related partnerships and services.

Key duties and responsibilities

Strategic planning and implementation of actions to secure revenue/funding from various sources for the organization

Sponsorships:

- Strategic planning and implementation of sponsorship partnerships with selected brands and organizations to finance the organization's events, programs, and services

- Market analysis; identification of potential sponsors' goals and connecting them to the SNFCC's audiences; developing a sponsorship strategy; and defining benefits that are consistent with the SNFCC's identity and facilities
- Implementation of sponsorship programs in close collaboration with sponsors and relevant organization departments

Venue Hire and Private Events:

- Growing the organization's revenues through optimal utilization of SNFCC's venues for third-party events
- Overseeing venue rental policies and procedures, and event implementation/support
- Developing and implementing a plan for building partnerships that further strengthen the SNFCC's position as a destination for hosting top-tier domestic and international events relevant to its key operational areas: culture, education, sports, sustainability

Donations and EU Programs:

- Overseeing fundraising initiatives through donations and EU funding programs
- Monitoring their implementation according to the terms and conditions, for instance schedule, budget, reporting, and evaluation

Membership Program:

- Strategic planning of the Membership Program with an eye to building a community that actively engages and supports the SNFCC's operation
- Attracting new members and developing special events, programs, and services for existing ones
- Overseeing the daily management of the program

Managerial duties:

- Management of the individual teams that comprise the Department of Development and strengthening their collective and individual professional development
- Keeping up to date with matters relevant to the SNFCC's operation and events
- Representing the organization to other organizations, conferences, media, when required

Requirements:

- Degree from a university or post-secondary vocational school of at least three years of study, in a relevant field
- Postgraduate degree in a relevant subject
- Eight or more years of demonstrated prior work experience in a relevant role, for instance fundraising, sales, product management, marketing
- A proven track record in building partnerships to meet revenue and/or fundraising targets by developing sponsorship partnerships
- A professional network in the cultural events industry and/or the creative industry will be considered as an advantage
- At least three years of experience in team management and development
- Excellent command of Greek and English in speaking and writing. Knowledge of a third language will be considered as an asset.

- Familiarity with the Greek and international cultural map will be considered as an advantage
- Proficiency in Microsoft Office

Soft and Hard Skills

- Entrepreneurial spirit, strategy development skills, grasping the big picture
- Strong initiative and motivation to achieve goals
- Excellent communication and negotiation skills
- Team spirit and ability to build effective working relationships inside and outside the organization
- Excellent organizational skills to achieve goals within specified deadlines
- Critical thinking and problem-solving skills
- Awareness and knowledge of cultural and social issues

Application process:

- The submission deadline is February 27, 2022 at 23:59 EET
- Candidates must submit their resume and a brief letter of interest [HERE](#).
- All applications will initially be assessed by an independent human resources consulting firm. Interviews with shortlisted candidates will follow. All candidates will be notified of the recruitment process completion.
- All SNFCC facilities and offices are fully accessible to Persons with Disabilities