

Circa Director of International Development

About Circa

“The mighty Circa” (Lyn Gardner, The Guardian)

Circa Contemporary Circus is one of the world's leading performance companies. From its base in Brisbane, Australia, Circa has toured the world - performing in 40 countries to over a million people. Its works have been greeted with standing ovations, rave reviews and sold-out houses across six continents.

Circa is at the forefront of the new wave of contemporary Australian circus. It continues to pioneer the art form, leading the way with its diverse range of thrilling creations that 'redraw the limits to which circus can aspire' (The Age).

Under the direction of circus visionary Yaron Lifschitz, Circa features an ensemble of multi-skilled circus artists who have been a regular fixture at leading festivals and venues including BAM, the Barbican, Les Nuits de Fourvière, Chameleon Berlin and major Australian Festivals.

We welcome you to discover why Circa has been hailed as nothing short of “... a revolution in the spectacle of circus.” (Les Echos)

About the Role

Imagine it and make it happen.

It's an amazing time to work at Circa. We are on the cusp of stratospheric growth and we need the right person to lead the charge.

As Circa's Director of International Development you will spearhead new works, new markets and new opportunities. Working closely with Yaron Lifschitz and our executive team you will connect the right partners with the right projects. Your great interpersonal skills, love of strategy and dogged sales nous combine to make incredible things happen.

You will work across the arts, cultural and corporate sectors on projects both large and small. You will develop strategic relationships with a special focus on commissioning partners. You will work closely with our agents and sales team to increase their sales opportunities.

You have or can rapidly acquire a vast network of contacts across the arts and cultural sector. You are happy to work remotely; being self-directed yet highly accountable. You have impeccable ethics, implacable perseverance and indefatigable energy. You are a good listener and a fast learner who loves communicating with diverse stakeholders. Your understanding of theatrical production helps inform the major strategic directions you champion.

CIRCA

Circa's Director of International Development can be based anywhere in the world. Your working hours will be long but are flexible and international travel is required. Knowledge of French or languages in addition to English is an advantage. Exceptional written and verbal communication skills and a love of creative problem solving are essential.

Duties and responsibilities include:

- Drive Circa's global opportunities by developing and implementing sales strategies and plans.
- Develop and manage partnerships for commissions, creations and presentations.
- Lead Circa into new markets, new audiences and new opportunities.
- Work closely with Circa's agents, tour presenters, promoters and international marketing teams.
- Represent Circa at shows, arts markets, foyers and industry forums (as well as pubs, restaurants and elevators).
- Collaborate with Circa's Artistic Director and creative teams to develop, imagine and deliver on new creations.
- Contribute to company-wide planning and development.

Details

- Employment Basis: Full time
- Reports to the Artistic and Executive Directors
- Total remuneration: To be negotiated with the successful applicant
- You will need to be flexible, as this role will involve travel and working outside normal office hours, including weekends and public holidays.
- On appointment to this position a probationary period may apply.

To Apply

If you think you have what it takes, send us your CV and please respond to the questions below in no more than two pages;

- Why you think you are right for the role
- What excites you about the role
- Why you'd love to work with Circa

Applications need to be emailed to recruit@circa.org.au by 1700 AEST 9 May 2019.