

SALES & BUSINESS DEVELOPMENT EXECUTIVE RECRUITMENT NOTICE**JOSEPH WALSH STUDIO**

Joseph Walsh Studio, situated in County Cork, Ireland, encompasses a design studio, workshop, gallery and archive. Here art, craft, design and technical innovation merge in the creation of exquisite and expressive pieces that open up new possibilities in material and form. Joseph Walsh's works, from monumental scale sculptures to one-of-a-kind site-specific commissions and collectible design editions, can be found in significant international public and private collections.

JOB DESCRIPTION

Working on-site as part of the Joseph Walsh Studio Gallery Business Unit [BU] and under the direction of the Creative Director Associate, the Sales & Business Development Executive will have a clear understanding of the Unit's function and overall objectives. They will report twice weekly at Gallery BU meetings and will provide the Creative Director Associate with a progress report prior to each quarterly management meeting. The Sales & Business Development Executive will develop and implement plans to grow future revenues from existing and new collections and will contribute to the Gallery BU's KPI's in respect of setting objectives and criteria for assessment.

THE ROLE

- Devising and implementing business development strategies in line with the Gallery BU's vision and strategic objectives.
- Developing and implementing sales strategies with a view to building strong and long-term relationships with existing private and institutional clients and collectors.
- Devising and implementing effective and consistent solutions to engage new clients.
- Managing client communications [working closely with the Gallery team]
- Representing Joseph Walsh Studio at the highest level at international exhibitions and events.
- Building and managing a dedicated sales team within the Gallery BU
- Managing client experiences and studio visits [working closely with the Gallery team]

The Sales & Business Development Executive will be responsible for a number of projects from start to finish and will assist other members of the Gallery BU, if and when required, to ensure the BU meets its overall objectives.

THE IDEAL CANDIDATE WILL:

- Have strong and proven business development and sales and marketing skills.
- Be proactive, creative and strategic in their thinking.
- Have the ability to work on their own initiative and achieve deadlines.
- Ideally have experience in a comparable creative environment.
- Have excellent presentation and organisational skills.
- Have excellent communication skills across all media channels [in-person, written and online]
- Have a proficiency in MS applications and Mac [essential].
- Have comprehensive technical skills with the ability to create new internal systems where required.
- A full clean driving licence [essential].

TO APPLY

To apply, please send a cover letter and CV to careers@josephwalshstudio.com
Applications should be received by 11th April 2022

<https://www.josephwalshstudio.com/>