



Partnership Manager

Market Art Fair is looking for a Partnership Manager to join our growing team!

Market Art Fair is working with a variety of partners and sponsorship relations, who provide key support in delivering value to the Nordic contemporary art market. Now we are looking for someone to further develop our partnership strategy with a strong focus on raising additional income and support to accelerate Market Art Fair's impact and growth. Working closely with the CEO, the Partnership Manager will carry out income generation activity, primarily through securing revenue partnerships, as well as developing attractive offers for potential partners and maintaining existing relationships.

Main responsibilities

- Developing and implementing Market Art Fair's partnership strategy to create a high quality, commercially successful partnership model
- Renewing and maintaining existing relationships as well as securing new partners
- Responsible for partner prospecting, proposals and presentation, contract revision, follow-up and support to the partners
- Achieve income targets to meet budget requirements
- Being proactive in increasing contract value and/or multi-year contracts
- Tailor partnership activities to create value for partners and manage these activities and events together with the Market team
- Writing high quality external communications documents, including marketing material, partnership presentations and customized contracts
- Building and maintaining a strong network with potential sponsors, corporate partners and strategic contacts, through securing new business meetings, and creating lasting relationships
- Being actively involved in and taking responsibility for shaping and developing the Market Art Fair brand through sponsors and partnerships

Who are you?

- You have at least two years of partnership and/or sales experience from a relevant industry
- Your background could be in fundraising, the luxury industry, PR, arts or culture, or from working with partnership relations in other settings
- Ideally, you already have a strong network and existing relationships with potential partners, both commercial and strategic in Stockholm as well as globally

- You have a demonstrable record of success in new business development and/or sales roles
- You have a commercial mindset with a proven ability to close partnerships, contracts and deals
- You are strong communicator verbally and written with excellent presentation skills and experience from creating pitch material and attractive proposals
- You are independent and self-going but also enjoys being part of a close knitted team
- You have a passion for art and culture, and previous working experience in this area is a benefit

What can we offer you?

Market Art Fair is the leading contemporary art fair in the Nordic region. Each year we bring together galleries, artists, collectors, partners and art enthusiasts from all over the world to enjoy, collect and discover art as well as exchanging ideas and forming relationships. Not to forget the social aspect of dinners, talks and events!

In 2021 Market Art Fair has a strengthened ownership and new management and is looking to grow and expand its offerings and business model. Moving forward, Market Art Fair will be an all year round cultural meeting and marketplace for contemporary art, with multiple offerings and activities both in person and digitally. As our Partnership Manager, you will be a key component in this journey, where you will be highly involved in all strategic aspects.

The position is flexible depending on your profile. It could either be a full time or part time position and might be project based as a start with an aim to develop into a full time permanent position within the Market team. Ideally we are looking for someone ready to start at the end of summer.

We can offer you a flexible working environment, with an office in the heart of Stockholm at Konstakademien, but you are also welcome to work remotely. You will have a competitive salary with a compensation model based on reaching sales targets. The potential for growth is strong and we already work closely with attractive partners, including lead partner Goldmans Sachs, as well as Volvo Studio, CapMan, Roschier, Humlegården and Boston Consulting Group.

We would like to receive your application as soon as possible and interviews will be conducted on a rolling basis. Please send your application with CV and one page cover letter to info@marketartfair.com.

Questions can be answered by our CEO, Sara Berner Bengtsson at sara@marketartfair.com