

Art Explora

9 Boulevard de la Madeleine
75001 Paris

www.artexplora.org



JOB DESCRIPTION

SPONSORSHIP AND PHILANTHROPY MANAGER

About the Art Explora foundation

The Art Explora foundation was created in 2019 by entrepreneur and patron of the arts Frédéric Jousset, with the goal of opening up arts and culture to as many people as possible.

In order to fulfil this public-interest role and reach the entire general public, including people who take part in cultural activities and visit cultural institutions very rarely, the foundation is rolling out a range of projects and programmes:

- Art Explora Academy: a digital platform for learning about art history
- The *Art Explora - Académie des Beaux-Arts* European prize, which supports and promotes outreach projects by European museums
- Roaming initiatives based around the MuMo (*Musée Mobile* - Mobile Museum), a museum truck created in partnership with Centre Pompidou, which will be going on tour around Europe, but also around a planned museum boat, which will take to the seas in 2023.
- Artist residencies in Montmartre
- A new family cultural destination in the Parisian region, in Hangar Y Park in Meudon, from autumn 2022.
- An active community of volunteers working with us on initiatives, such as “*Allô Miró*”, which involves reading to elderly people in care homes.

For more information, please visit our website <https://artexplora.org> and our [Facebook](#), [Instagram](#), [Twitter](#), [LinkedIn](#) and [Youtube](#) pages.

In order for the foundation to push its activities forwards, it will need to diversify its resources. As a matter of fact, in order to ensure the financial survival of the foundation, it must eventually bring in an equal amount of additional resources (such as patronage, partnerships and sponsorships) to the amount of annual income from its founder.

In order to achieve this goal, Art Explora is looking for a partnership and sponsorship growth manager.

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MAIN TASKS

1) Prospecting

- Help to determine the strategy for increasing resources in major areas of focus, such as gifts, partnerships, subscriptions and bequeathments
- Identify the key contact points within each organisation in order to create a portfolio of prospects (such as companies, company foundations, community groups and patrons)
- Determine the offering for each prospect
- Organise meetings
- Oversee negotiations and contracting arrangements for support commitments
- Ensure that fundraising and partnership measures can be undertaken, by ensuring that operations comply with legal and financial regulations

2) Work to keep donors and partners

- Oversee monitoring and follow-up over commitments (communications, financial reports and drawing up reports about how the funds are used)
- Build up links with project managers and partners

3) Cross-department work

- Help to draw up communications materials for prospecting operations
- Organise fundraising events
- Actively monitor sponsorship practices and the legal framework
- Ensure that activities are monitored and reported

PROFILE, SKILLS AND QUALITIES REQUIRED

- Master's degree (in areas such as political science, cultural policies and sponsorship; business school qualification)
- At least 5 years of professional experience (company, firm or sponsorship)
- Strong persuasiveness and business skills in sales/marketing/communications/public relationships
- Strong at taking the initiative and working independently
- Thoroughness and strong written and oral skills
- A keen interest in art
- Languages: bilingual in French and English, both oral and written
- International experience valued

Job type: Permanent position

Start date: immediately

Job location: 9 Boulevard de la Madeleine, 75001 Paris.

The chosen candidate will be required to travel around in France and abroad, and may be required to work during the weekend or in the evening should any events take place then.

Salary: based on the chosen candidate's profile.

To apply:

Send a CV and a cover letter to recrutement@artexplora.org