



DUBAI OPERA

JOB DESCRIPTION

JOB DETAILS

Job Title: Role in Sales, Fundraising and Partnerships

Company: Dubai Opera

JOB PURPOSE

The incumbent will play a key role in driving revenue growth and supporting the fundraising efforts at Dubai Opera. This position requires a dynamic individual with strong sales acumen, excellent communication skills, and a passion for the arts.

KEY ACCOUNTABILITIES

1. Sales:

- Develop and implement sales strategies to achieve revenue targets for ticket sales, memberships, and other revenue streams.
- Manage relationships with corporate clients, sponsors, and partners to maximize sales opportunities.
- Identify new business opportunities and markets to drive ticket sales and increase audience engagement.
- Monitor sales performance and provide regular reports to the management team.

2. Fundraising:

- Assist in the development and execution of fundraising campaigns and initiatives.
- Cultivate and maintain relationships with donors, sponsors, and patrons to secure financial support for Dubai Opera.
- Prepare and present proposals to potential donors and sponsors.
- Organize and coordinate fundraising events, including galas, charity auctions, and donor receptions.

3. Customer Relationship Management:

- Ensure high levels of customer satisfaction by providing excellent service to patrons and supporters.
- Respond to inquiries and resolve issues related to ticket sales, memberships, and donations.
- Maintain accurate records of sales and fundraising activities using CRM software.

4. Marketing and Promotion:

- Collaborate with the marketing team to develop promotional materials and campaigns to support sales and fundraising efforts.
- Utilize social media, email marketing, and other digital platforms to engage with audiences and promote Dubai Opera's offerings.

5. Administration:

- Prepare and manage budgets for sales and fundraising activities.
- Oversee the processing of sales transactions, donations, and sponsorship agreements.
- Ensure compliance with legal and regulatory requirements related to sales and fundraising.



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QUALIFICATIONS, EXPERIENCE

Bachelors degree

Minimum 5-7 years experience in a similar role. Work experience in major theatres/ Broadway/ musicals/ opera houses.

- Interested candidates please share your CV to kaveri.a@emaar.ae