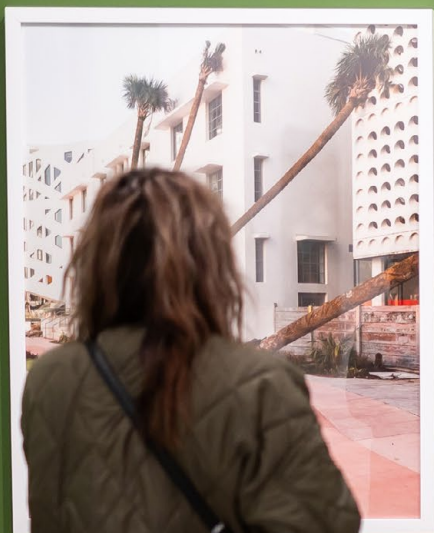
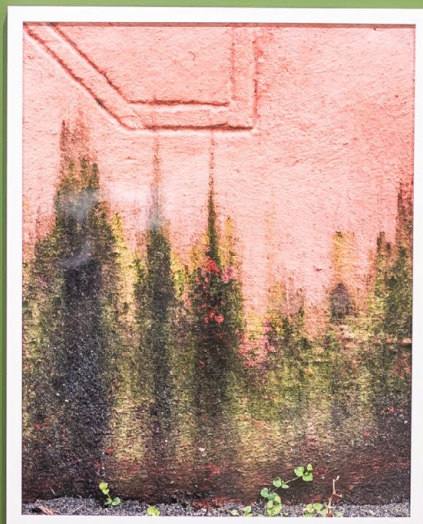


# SAATCHI GALLERY



SAATCHI  
GALLERY



SAATCHI  
GALLERY



Candidate Pack for  
Director of Partnerships

# Welcome

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Dear candidate,

Thank you for your interest in the Director of Partnerships role at Saatchi Gallery. Since 1985, we have championed contemporary creativity and culture, launching countless emerging artists onto the global stage. Our Chelsea location in the Duke of York's Headquarters has welcomed over 10 million visitors since becoming a registered charity in 2019, cementing our position as a vital cultural hub in London.

Our internationally acclaimed exhibition programme continues to push boundaries in contemporary creative culture. 2025 marks our 40th anniversary, which we're celebrating with two major exhibitions: a landmark retrospective and an innovative exploration of flowers in contemporary art and culture.

As a self-funding charity, we seek a Director of Partnerships to drive our income generation and scale our corporate engagement. Working directly with me, the CEO and department heads, you will expand our Patron's programme, secure high-value sponsorships, develop major partnerships and build the basis for individual and foundation giving. This role demands strategic vision to leverage our brand, exhibitions and learning programmes into sustainable revenue streams.

The ideal candidate combines commercial acumen with cultural sector experience. You'll need proven success in securing six-figure partnerships, strong networks within London's cultural landscape, and the ability to articulate our artistic vision to diverse stakeholders. This position offers significant autonomy to shape our partnership strategy and build a robust pipeline of opportunities.

If you have the drive to transform cultural partnerships and believe in making contemporary art accessible to all, we look forward to hearing from you.

**Paul Foster**  
Gallery Director





# About us

Since 1985, Saatchi Gallery has provided an innovative platform for contemporary art. Exhibitions have presented works by largely unseen young artists, or by international artists whose work has been rarely or never exhibited in the UK. This approach has made the Gallery one of the most recognised names in contemporary art. Since moving to its current 70,000 square feet space in the Duke of York's Headquarters in Chelsea, London, the Gallery has welcomed over 10 million visitors. The Gallery hosts thousands of school visits annually and has over 6 million followers on social media. In 2019 Saatchi Gallery became a registered charity, beginning a new chapter in its history.

## Our Mission

Saatchi Gallery exists as a registered charity to provide an innovative platform for contemporary art and culture. We are committed to supporting artists and rendering contemporary art accessible to all. We strive to present projects in physical and digital spaces that are engaging, enlightening and educational for diverse audiences.

## Our Values

- Saatchi Gallery seeks to collaborate with artists in an open and honest manner with a primary aim of introducing their work to wider audiences.
- The Gallery presents curated exhibitions on themes relevant and exciting in the context of contemporary creative culture. Our educational programmes aim to reveal the possibilities of artistic expression to young minds, encourage fresh thought and stimulate innovation.
- As a charity, the organisation seeks to be self-funded and reinvests all revenue into its core activities to support access to contemporary art for all.





# Job description

**Job title:** Director of Partnerships

**Reports to:** Gallery Director and CEO

**Direct reports:** Partnerships Manager, plus any new members of staff joining the partnership team

**Role purpose:**

Since becoming a registered charity in 2019, Saatchi Gallery reviewed its fundraising strategy and one result is a greater emphasis on securing sponsorship for its programming and projects, as well as securing new corporate patrons, prospecting for high-level supporters of the Gallery and overseeing the development of our Membership scheme.

Working closely with the CEO, Director and other Heads of Departments you will leverage our brand, our exhibitions, and our connection to contemporary culture to prospect, pitch, negotiate and secure new exhibition sponsorships and gallery patrons. Once secured, you will oversee the servicing of sponsors & partners. You will also develop a pipeline of future prospects. The successful candidate will build the basis to attract major support from individuals, foundations, and corporations, as well as overseeing the strategic development of the Membership programme.

**Main responsibilities:**

- Identify new potential Gallery patrons and exhibition sponsors through all stages of the process, from research and cultivation through to pitching, negotiation, and contract.
- Manage a diverse database of prospects across all industry sectors.
- Oversee our day-to-day relationships with our current patrons and sponsors and actively engage and nurture their business to demonstrate ROI and value.
- Develop relationships with travelling exhibition agents, including international galleries, museums and foundations.
- Research exhibitions that will best align with prospect sponsor interest and work closely with the Senior Management on the future programming strategy.
- Pitch to prospect sponsors a range of opportunities to support Saatchi Gallery.
- Collect and collate data that encourages prospects to become patrons/sponsors and support the renewals from existing.
- Develop impact reports that our patrons/sponsors value and showcase the impact and reach of our activities.
- Devise and oversee the strategy to grow our Membership scheme and deliver a significant contribution from the revenue generated.
- Build a programme for reaching out to foundations and major donors to the Gallery.



# Person specification

## Knowledge and experience

- A proven track record of securing a diverse range of high-value patrons/sponsorship in the arts, charity, public or commercial sector and meeting assigned commercial targets.
- A significant awareness of the exhibition landscape, visitor trends and future strategies of leading museums and galleries in the UK and abroad.
- Substantial experience of designing and delivering attractive proposals to high-level prospects.
- A strong networker and influencer with the ability to thrive on working with senior level individuals externally and internally.
- Experience of, and passion for, building excellent client relationships.
- The ability to think creatively and commercially to ensure you are able to devise and deliver new and competitive opportunities for our partners.

## Skills and abilities

- A strategic and dynamic thinker.
- Able to plan and achieve objectives through creative and considered thinking and a positive and innovative approach to problem solving.
- Highly effective written, presentation and pitching skills.
- Able to establish and manage constructive relationships with internal and external networks that work to mutual benefit.
- Able to effectively mentor and manage a more junior team.
- Able to communicate a clear sense of purpose, direction and success to key stakeholders in a self-assured, compelling and articulate manner.
- Outstanding project management skills.





# Terms of appointment

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## Salary

The salary for this role is £70,000 per annum, plus an uncapped, annual performance-based bonus on meeting budgeted revenue for the year.

The role is full-time, 40 hours per week on permanent basis. Normal working hours are 9am – 6pm, on-site at Saatchi Gallery, Monday to Friday. There may, however, be some occasional requirements to work outside of these hours, including evenings and possibly some weekends.

## Location

Saatchi Gallery, Sloane Square, London

## Annual leave

28 days per annum including bank holidays. An additional year is added to the entitlement for each 2 years of service up to a maximum of 5 additional years per annum.

## Pension

Employee contribution 5% Employer contribution 3%



# How to apply

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We hope you will consider making an application. If you have questions about the appointment and would find it helpful to have an informal conversation, please contact [Hannah.Chapman@starfishsearch.com](mailto:Hannah.Chapman@starfishsearch.com) and we will be happy to arrange a call.

To make an application, please go to <https://starfishsearch.com/jobs/satchi-dir-part/> and click on the apply now button, with the following prepared:

- Your CV (no more than three sides).
- A supporting statement (no more than two sides) that sets out why you think this role is the right move for you and how you meet the knowledge and experience criteria.

We would also be grateful if you would complete the Equality and Diversity monitoring form on the online application process. This form is for monitoring purposes only and is not treated as part of your application.

**Closing date:** Monday 3rd March 2025

**Final Panel interviews:** w/c 17th March 2025

