



Sales and Marketing Director Bay Philharmonic

About us

The Bay Philharmonic is a radically unique performing arts company that exists to be an experience for literally everyone. We're focused on the customer and all team member experiences being full of joy. We want your journey with us to be the most professionally and personally fulfilling choice of your career.

We believe in 100 percent accountability and autonomy for all of our experts and artists, and we insist upon open and fluid communication so that trust and creativity can grow.

We have a very entrepreneurial vision of growth and evolution, moving past traditional non-profit thinking. We are a lifestyle choice for those seeking the most inspiring and stylish experiences in live entertainment.

Sales and Marketing Director

The Bay Philharmonic is seeking a Sales/Marketing Director who is interested in being part of the fastest growing, and most entrepreneurial performing arts company in the Bay Area. The Director should be a marketing expert who has the experience and skills to attract tens of thousands of diverse and uninitiated guests who want to experience a uniquely beautiful and emotionally transformative show.

Candidates ideally have experience reaching and selling to large numbers of customers. including non-arts businesses from sports, entertainment, restaurant, tourism and travel, hospitality, amusement parks, film, or Las Vegas type of shows.

The Bay Philharmonic presents four shows a year, every three months. Each show is a blend of extremely popular programming, custom designed productions, and exceptional customer service.

The Director is primarily responsible for helping the company meet sales goals as mutually agreed upon with Management and the Board. The candidate should be an expert in digital marketing and social media strategies, as well as have the ability to find opportunities for media placement, PR, and speaking opportunities.

The Sales and Marketing Director, along with other experts on the leadership team, is responsible for guiding and advising the management of the company. This management team in turn is reportable to the board in terms of meeting financial goals, as well as sharing brief summaries of their activities to the board and fellow team members at weekly intervals.

Branding and messaging are created in collaboration with the Artistic Director so that they accurately reflect the artistic vision of the shows and the overall company's image.

This Director of Sales and Marketing will be hired as an independent contractor. Pay is commensurate with experience, including possible significant bonuses based upon meeting certain sales goals.

This position will remain open until filled, though initial review of applications will begin on November 15th. If this position is still posted after this date, applications are still welcome.

Please submit applications (including resumes and letter of interest) and any questions to jobs@BayPhil.org.

If you're talented, driven, and experienced, and want to use your gifts with a company that is very creative and celebrates humanity and joy, please apply!

Job Type: Contract

Salary: \$40,000.00 - \$50,000.00 per year

Benefits:

- Flexible schedule

Schedule:

- Choose your own hours
- Monday to Friday

Supplemental pay types:

- Bonus opportunities

Application Question(s):

- Are you comfortable with an employment agreement based upon clear sales metrics and goals? Also can you please share with us what your life goals are?

Work Location: In person