



OPERATIONS DIRECTOR, Full Time

UP Productions & AVA

About the Company;

UP Productions is an experiential design company specialising in large scale live event, curation, production design, festival and conference creation. The core goal of the company is to instigate innovation, collaborate with artistic talent and develop culture through creative arts, music, design and discussion.

UP Productions founded AVA, the Audio Visual Arts Festival & Conference in 2015, with its two distinct branches; the International Showcase Festival, operating as a paid-ticketed event and the industry and community focused conference and free fringe events operating as a not-for-profit. The past five years have seen AVA grow from a one day, one venue 1,500 capacity showcase to today's four day, 20,000+ attendees, multi-venue celebration of Audio-Visual Arts; in Belfast and in London with the capital's leading conference, alongside satellite events in Mumbai, Amsterdam, Dublin, Glasgow and an online audience of over 15 million viewers globally.

AVA earned the title of 'The most innovative Electronic Music Festival' by the Irish Times, a 'Cultural Catalyst' by the Independent and 'Europe's Smartest Young Festival' by RA.

About the Role;

We are looking for a talented, commercially minded, process driven, operations professional to help us deliver against our ambitious plans for the future.

The Operations Director will be a pivotal role at the heart of the business. They will oversee all operational aspects of our company strategy, help set strategic goals and be responsible for the company KPI's and flow of information to the Founder.

Working across our portfolio of products, from our festival in Belfast, to the pioneering R&D project we're taking to market in 2022, this exciting new hire will be responsible for all delivery and operations across the business.

What we are looking for;

We are looking for a passionate leader to work closely with the Founder on the delivery of everything we do. We're looking for someone focused and process driven, with meticulous attention to detail that will enable us to deliver events and experiences more efficiently.

They will be experienced and commercially-minded, with a minimum of 8 years in the industry, running complex large-scale events, festivals and / or campaigns. Ideally within the music space, but this isn't a must, we just ask that their experience is in culture.

The ideal candidate will have experience working on the commercial aspects of operations, as well as the logistical, so they are someone who's comfortable negotiating with partners, from bar suppliers, to local councils. They are meticulous when it comes to budget management and how to run efficient systems and processes to save time and money.

Role

- Oversee all operational aspects of the company strategy, help set strategic goals and be responsible for the Company KPI's and flow of information to the Founder
- Manage budgets of £1m+, driving efficiencies, and establishing key supplier relationships to meet annual KPI targets.
- Manage a multi-discipline team (mostly freelance), who manage their own workstreams
- Develop and implement effective project management systems and processes across all AVA & Up Productions events.
- Manage sponsorship, media and brand partnerships.
- Be the key point of contact for local councils and other representatives and suppliers.
- Organise key event deliverables, including but not limited to License, Insurance, Operational & Production Suppliers.
- Developing & evolving the company's sustainability initiatives across all products.

Responsibilities

You will have primary responsibility for the delivery, commercial and operational success across the AVA / Up Productions products;

- Responsibility for the Operational delivery of each product, budget & performance
 - Festival
 - Immerse
 - Conference
- Working with the Founder on informing company KPIs
 - Turnover, Margins, Ticketing & Sustainability Initiatives
 - Resource scoping (annual)
 - Resource briefing, recruitment, contracting & management
 - Sponsorship and Partnerships
- Delivery of creative direction, with a particular eye on the efficiency and challenging decision-making in relation to business KPIs and objectives
- Creation and implementation of systems and processes driving efficiency across the products

We are an equal opportunities employer and positively encourage applications from suitably qualified and eligible candidates regardless of sex, race, disability, age, sexual orientation, transgender status, religion or belief or material status.

Please submit your application via the application form on our website by Friday 13th August at 5.00pm. <https://avafestival.com/opportunities/>