



AVA & UP PRODUCTIONS

LONDON & BELFAST · LIVE EVENTS & EXPERIENTIAL MARKETING

Senior Operations & Partnerships Manager

[Full-Time] [London & Belfast] [Senior Level] [Commercial]

01 Who we are

AVA & UP Productions is in the business of making moments.

We are part creative agency, part cultural institution — built to connect audiences and brands with music, art, fashion, and youth culture through experiences that endure long after the lights go down.

UP Productions is the agency engine at our core, specialising in the design and delivery of real-world brand experiences. Working across conferences, retail pop-ups, and large-scale event activations, we provide end-to-end services — strategy, creative, design, production, and operations — translating bold ideas into cultural engagement and measurable impact. From intimate brand activations to multi-city touring productions, we don't do ordinary. And we don't work with people who do either.

Our mission is to instigate innovation, collaborate with artistic talent, and develop culture through creative arts, music, design, and discussion.

AVA Festival & Conference is the flagship expression of that mission. Founded by UP Productions in 2015, AVA was built with two distinct identities: an International Showcase Festival & Conference operating as a ticketed event, alongside community-focused conference and free fringe programme operating as a not-for-profit. What began as a one-day, single-venue event with 1,500 attendees has grown over the past decade into a 30,000+ attendee, multi-venue celebration of Audio-Visual Arts — spanning Belfast and London, with satellite events worldwide and a global online audience of over 25 million viewers.

We are a fast-moving, ambitious team — obsessed with quality, driven by creativity, and always looking for new ways to translate ideas into experiences that resonate.

We're growing our commercial division and looking for a Senior Operations & Partnerships Manager to sit at the heart of our partner relationships and event delivery machine.

02 The role

This is a dual-focus position — part partnership & relationship builder, part operational engine.

You'll identify commercial relationships, pitch and secure long-term partners, and manage retained commercial contracts through to on-the-ground activation, while also owning the systems and processes that keep our commercial operations running smoothly.

You'll be extremely detail-oriented, always with a commercial lens. Leading the operations of all of our AVA & UP Productions events and bars, co-ordinating our teams, you'll bring partner commitments to life across physical and digital touchpoints — on-site at our events and in the room when it matters, constantly thinking about how we create more value for our audience, our business, and the partners who trust us.

Above all, you'll bring a genuine growth mindset. You'll be eager to help build the business, push boundaries, and evolve our offering — spotting opportunities others miss and having the drive and creativity to pursue them.

REPORTING TO **Founder & CEO**

03 What you'll own

PARTNERSHIP MANAGEMENT 50%

- Day-to-day management of commercial & operational partners, ensuring rights and obligations are fulfilled
- Building long-term relationships that drive satisfaction, renewal, and genuine commercial value
- Drafting agreements, ensuring all parties are aligned, and deliverables achievable.
- Regular reporting, recaps, and insights shared with partners and internal teams
- Planning and executing partner campaigns across physical activations, digital, and event platforms
- Acting as on-site partner liaison at our live events, ensuring seamless delivery on the ground
- Close collaboration with our events and operations teams to execute rights efficiently
- Supporting the Founder & Marketing sales cycle
- Building our media partnerships in collaboration with the marketing department.
- Contributing ideas to expand our commercial and experiential offering

COMMERCIAL OPERATIONS 50%

- Continue to develop, whilst maintaining internal systems and trackers for real-time visibility of commercial activity
- Creating and implementing a consolidated asset mix as our event portfolio grows, creating value for our partners.
- Leading asset delivery — from rights creation through to execution with event and production teams
- Working with delivery partners and licensees to activate rights on the ground
- Cross-functional collaboration across the bars, marketing, production, and talent teams for cohesive activations
- Owning the event, bar & partnership delivery budget, supplier relations, forecasting, and reporting to the Founder & CEO
- Identifying suppliers, and building long-term valued relationships & economies of scale.
- Map staffing and recruitment requirements, supporting managers with the interview process
- Evolving the company playbook and seek support to implement company policies, presenting and disseminating to the team

04 What we're looking for

EXPERIENCE

[8+ years in partnerships] [Senior-level background]

[Large, fast-moving bars] [Premium F&B events across UK & Ireland]

[Sponsorship / account management] [Live events or entertainment]

[Agency management] [On-site activation delivery] [£1m+ Budget ownership]

SKILLS

[Multiple stakeholder management] [Relationship building]

[Project management] [CRM systems, including Notion]

[Google Workspace] [Commercial instinct] [Detailed Contract Management]

[Confident communicator] [Rippling HR]

05 What makes you UP

You make things happen

You're a doer. You think like a founder, take ownership, and see great ideas through to reality — not just strategy decks.

You grow through challenges

Setbacks are fuel. You approach obstacles with curiosity and resilience, and come back stronger every time.

You thrive in fast-moving environments

Ambiguity doesn't faze you. You adapt quickly, find opportunities in change, and keep multiple plates spinning without dropping any.

You bring others with you

You're a team player who lifts the people around you. Your energy is contagious, your ideas are shared generously, and your ego stays at the door.

06 What you get

Discretionary bonus scheme

TOIL for all live event days

25 days paid holiday + bank holidays

Social events & free tickets to our events

Competitive pension plan

Training & professional development

Enhanced parental leave

Flexible working structure

An inclusive, collaborative & creative working environment

07 Our commitment

UP Productions is an equal opportunities employer. We actively encourage applications from people of all backgrounds, experiences, and perspectives. We know that the best teams are built on diversity of thought, and we're committed to creating a workplace where everyone feels respected, included, and able to do their best work.

Don't tick every box? Apply anyway. We hire for potential and mindset as much as experience — and we'd love to hear from you.

Ready to make your move?

Please submit your application via this form by 6pm on Tuesday 19th May 2026
<https://forms.gle/AH9mvYTDcjy71jx36>

[APPLY NOW](#) →