



CANDIDATE BRIEF:
Director of Development and
Partnerships

**OPEN
EYE
GALLERY**

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@COoLLiverpool

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@OpenEyeGallery is heaving!
Congratulations on a great opening #OEG40
#culturematters



We believe photography is for everyone and can be meaningful, informing our present and inspiring positive futures.

We work with people to explore photography's unique ability to connect, to tell stories, to inquire, to reflect on humanity's past and present, and to celebrate its diversity and creativity.

- Open Eye Gallery

OPEN EYE GALLERY, WHERE I...

...worked with some of the best British photographers of the time, and of the present. We shown people like Martin Parr, Tom Wood, Chris Killip, John Davies, John Stoddart. They all emerged to national prominence, and I was massively proud of that. Liverpool should be too.

Neil Burgess
Director (1981-1986) - 1985

...was part of the Bootle Art in Action exhibition. It was a rough area and they were giving kids something to do. At the end of the day we couldn't afford a camera.

Jeff James
Photographer - 1981

...had an exhibition that led to my first book and an exhibition at the National Portrait Gallery and the Photographer's Gallery a little time later. The Open Eye Gallery is an essential part of photography and I wish it well for the future.

Michael Birt
Photographer - 1984

...was in a bar one night only to be asked if I was the photographer showing at Open Eye Gallery. "Yes, why?" I asked. "It's just been petrol bombed."

John Stoddart
Photographer - 1983

...exhibited The Last Resort with Tom Wood. The Gallery was a nice place to go... it worked and functioned well and the show got a good response.

Martin Parr
Photographer - 1986

...showed when I was 40 and again when I was 70. We have grown up together.

Richard Ross
Photographer - 1988-2016

...as an art history student, my eyes were opened to the possibilities of the then-newly emerging video, digital and photographic art. It set me on a career path I couldn't have imagined at the time. Thanks, Open Eye Gallery, and happy birthday.

Susie Stubbs
Visitor - 1993-95



ABOUT US

Open Eye Gallery is a leading photography organisation and charity based in a purpose-built space in an iconic new building on Liverpool's prestigious Waterfront. We are the only dedicated photography gallery in the North West of England and receive core-funding support from Arts Council England and Liverpool City Council.

Our scale enables us to be fleet and innovative, and our new Museum 3.0 partnership model enables us to be responsive, so we consistently punch above our weight.

Our programme begins with people – with local, regional and international communities – and it is built around the agency of photographs and photographers.

A wide range of partnerships have transformed our impact in recent years, enabling us to work beyond the gallery, reach new communities, support diversity and talent, develop relevant exhibitions, carry out research and lab projects, host residencies and offer learning opportunities.

Over the last two years our audience has nearly doubled, achieving over 95,000 in 2016/17, a trajectory of growth we are set to continue this year. Crucially, in the same period, the number of people engaging more directly with and shaping our programme has tripled, to over 7,000.

We are motivated by both the insight

of the photographer and the potential of photography to enable a diversity of voices to explore everyday creativity.

“Today people are curating their lives using photography. With 4 billion photographs uploaded onto social media each day, photography is now as important as text and oral communication in understanding our world.”

“At Open Eye Gallery we are privileged in working with the expertise and creativity of photographers, the vibrancy of communities and mutual respect of partners to explore the agency of photography at this moment in history.”

Sarah Fisher,
Executive Director,
Open Eye Gallery





“I look at the photograph and I think this is me, completely me, everything summed up about my experience” –

Gina, participant in *Life Beyond Diagnosis*, a co-authored project from Tadhg Devlin and the Surf Group. Commissioned as part of our region-wide socially engaged photography practice, *Culture Shifts*, involving 10 residencies and 7 exhibitions during 2016–18.



Our track record of working with excellent photographers is reflected in our archive of over 1,600 prints, a valuable resource for scholarship, exhibition and education. It contains works gifted to the gallery – some of which date back to the 1930s – and works commissioned by the gallery with a strong emphasis on works made in the city region.



Image: Bert Hardy

Photographers and artists continue to be key supporters of the gallery, not least by donating works to our benefit editions programme, Field Editions. Field Editions tours international art fairs, and is delivered in partnership with Redeye, The Photography Network and Impressions Gallery.

Open Eye Gallery is governed by a Board of Trustees, is a registered charity and a company Limited by Guarantee, with a turnover of £360,000. We have developed the ability to adapt and flex in scale beyond our core staff of five. In 2016/17 we welcomed seven additional freelance project staff, paid internships or partners' staff to work with us on our programme from our premises. Our reputation for friendliness and our excellent record of supporting career development has established both a loyal volunteer programme and an impactful student placement programme (40 – 60 individuals per year).





Luke Ching turned a hotel bedroom into a pinhole camera to make work for Open Eye Gallery/ LOOK/ 17. This commission was supported by Titanic Hotel (free room/ venue), with paper supplied by Ilford, residency and commission supported by University of Salford Art Collection, and travel by Hong Kong Arts Development.

We are currently celebrating our 40th birthday through a year long programme championing the north of England, the city and its international conversations, photographers and communities. We are also celebrating the recent announcement of a 27% uplift in funding from the Arts Council England for the 2018 -22 period, when we will be bringing LOOK, Liverpool International Photography Festival (biennial) in-house.

“Open Eye Gallery is a dynamic force, with a dedicated team and great partnerships, all is set to continue to thrive.”

Lindsey Fryer,
Chair of Open Eye Gallery
Board of Trustees.

Image from North: Identity, Photography, Fashion, sponsored by adidas, which opened our 40th birthday year at Open Eye Gallery, and will show at Somerset House, London, as the year closes, from Nov. 2017



CONTEXT

Liverpool and Partnership Working

Liverpool city region has the most exciting visual arts offer outside of London, with two nationals – Tate Liverpool and National Museums Liverpool – FACT (Foundation for Art and Creative Technology), Liverpool Biennial, The Bluecoat, RIBA North, The Victoria Museum and Gallery, The Atkinson Museum and Gallery, Kirkby Gallery and Prescott Museum, The Williamson Museum and Arts Gallery, as well as a raft of dynamic arts organisations such as Homotopia, DaDafest (Disability and Deaf Arts), Metal, Heart of Glass and independent organisations and studio groups exploring visual culture.

Open Eye Gallery collaborates with most of the above. Everything we do involves partnerships, and these extend beyond the city. We work across the North, internationally and beyond the arts sector. Our 2016/17 programme involved 56 partners across the exhibitions, public events and the talent development programme, including partners from universities, business, the health and well being sector, social housing, local authorities, Merseyside Police and many others.



Zanele Muholi exhibition commissioned with Homotopia, 2016

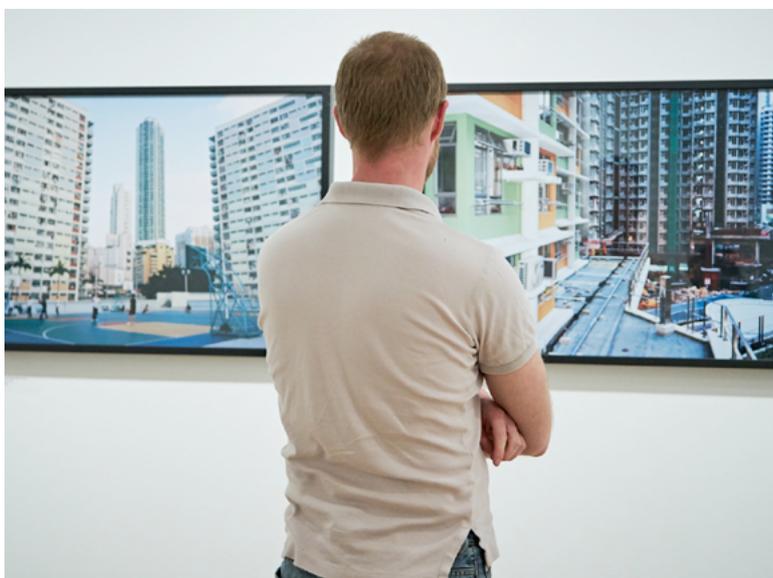


Koki Tanaka, part of Liverpool Biennial 2016 exhibition featuring international artists and two large public realm projects. Open Eye Gallery is a core Liverpool Biennial partner.

During 2018 Open Eye gallery is working with Liverpool City Council to develop a broad contemporary art programme from China as part of the 2008 European Capital of Culture anniversary, LOOK/19 will form part of the legacy of this programme.

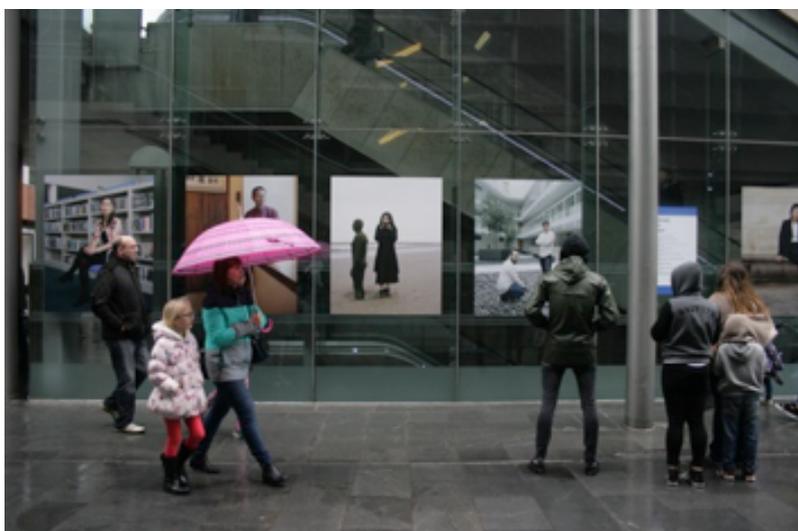


Wo Blk Wong, part of LOOK/17 at Open Eye Gallery



Derek Man's project exploring the housing crisis in Hong Kong, commissioned for LOOK/17 at Open Eye Gallery. This series has since been featured in *It's Nice That*, *Creative Review* and *Fast Company* magazine.

Now and Before, Liverpool One public realm, Yan Preston portraits with young mandarin speaking Chinese students living in Liverpool. Open Eye Gallery is continuing this programme into 2018, in partnership with the university and Yan Preston



THE ROLE

The Director, Development and Partnerships, will work closely with the Executive Director, sharing responsibility for building the human and financial resources necessary to meet Open Eye Gallery's ambitions, particularly in developing the new model for LOOK, Liverpool International Photography Festival.

They will champion the agency of photography now, building upon the success of the gallery over recent years. They will contribute to achieving our organisational goals and targets.

We have a strong reputation for partnership working, which the post-holder will further, particularly at an international level through the development of LOOK, situating photography within broader agendas

and interdisciplinary practices.

They will cement existing, and develop new funding and income generation opportunities, at a local, national and international level.

Priority is given to developing our relationships with embassies, the creative sector, universities and sponsors from the selected LOOK exchange country.

In the first instance this will entail building upon current connections with China. Similarly at a regional and national level, they will develop existing partnerships with the British Council, Arts Council international leads, Liverpool City Council, universities and cultural organisations working with China.



Public Realm Display of Micheal Wolf's project in Hong Kong, shown at University of Liverpool using 'The Forest' - our set of custom-built exhibition stands.

Crucially the post-holder will lead and develop a Creative Advisory Board for LOOK, made up of representatives of delivery partners. With whom we will jointly shape the festival, articulate its distinctive vision and generate income streams and deliver at the appropriate scale.

For LOOK/19 a number of key partners have been identified. The post-holder together with the Executive Director and partners, will oversee the delivery of the festival, building audiences against agreed targets.

There is a specific income target for LOOK of £100,000 per annum, which through partnership working, is expected to come from a range of sources.

As a key element of our programme going forward, the LOOK festival will be integrated across all areas of our work. The post-holder will facilitate new connections, particularly looking at the significant opportunities for ideas and talent exchange with the selected country, and programme development with the wider city-region and our photography sector partners across the north.

More broadly the post-holder will support the Executive Director and staff team to strengthen partnership working and the development of new income generation meeting the organisations overall fund raising ambitions and programme aims.

JOB DETAILS

Post:	Director, Development and Partnerships
Responsible to:	Executive Director
Contract:	37.5 hrs per week (on average)
Salary:	Up to £36k, depending on experience
Pension:	2% of salary (set to rise in 2018)
Holidays:	25 days paid, plus bank holidays.

KEY RESPONSIBILITIES

STRATEGIC PLANNING AND LEADERSHIP

- Together with the Executive Director, develop and articulate the distinctive vision and mission of Open Eye Gallery, incorporating LOOK, contributing to the overall leadership of the organisation.
- Lead responsibility for devising and implementing Open Eye Gallery's fundraising strategy, working closely with the Executive Director, Staff Team and Board, with particular emphasis on new fundraising for LOOK.
- Responsibility for developing and delivering the new LOOK Liverpool International Photography Festival partnership strategy and evaluation framework, working closely with the Executive Director.
- Responsibility for leading and delivering annual fundraising targets, working closely with the Executive Director and reporting to Board.

PARTNERSHIP FUNDRAISING.

- Key responsibility to work with partners, to identify, approach and cultivate funding from strategic bodies such as the British Council, UKTI, plus similar bodies in the country selected for LOOK exchange, enlisting support from the Executive Director and Board where useful.
- Lead work to identify, approach and cultivate individual donors at higher giving levels, with respect to both LOOK and Open Eye Gallery's broader partnership programme, developing ongoing engagement and support where possible.
- Together with the Executive Director and partners, cultivate joint fund raising opportunities from within arts, university and non-arts sector channels, from corporate sponsorship, to Research Councils, to Trusts and Foundations with LOOK partners in the UK.
- Together with the team, develop other Open Eye Gallery fund raising from trusts and foundations, bringing in and managing freelance support when prudent.
- Together with Executive Director and partners, manage any special fund raising events, or initiatives.

LOOK PARTNERSHIP MANAGEMENT AND DELIVERY

- Lead responsibility for developing and delivering the LOOK Creative Advisory Board, ensuring shared goals are identified, roles and responsibilities allocated and appropriate festival delivery partners are on track and monitoring progress and delivery.
- With Executive Director, leading and overseeing overall festival delivery, particularly taking responsibility for communication between LOOK Creative Advisory Board delivery partners, Open Eye Gallery Team, venues and any freelance staff to ensure smooth delivery of the festival.
- Leading the overall evaluation and reporting on LOOK with partners, to stakeholders.

TEAM MANAGEMENT.

- With the Executive Director, actively lead, manage and motivate the core staff, freelance staff, placements and volunteers, contributing to and leading regular team meetings and ensuring appropriate structures are in place.
- Line Manage the Marketing and Communications Co-ordinator and the Retail and Events Officer, supporting effective delivery and CPD.
- Manage any external freelance fundraisers.

THE PERSON

Open Eye Gallery is seeking a credible and ambitious professional, with a track record in fundraising and, preferably, partnership development, who can contribute at a high level to our future sustainability.

The Director of Development and Partnerships will bring exceptional people skills to the externally facing role, supporting others to contribute and gaining respect through example. They will flourish in a team-working environment, and, together with the Executive Director, enjoy actively managing multiple stakeholders to shape and develop new opportunities.

They will be a completer/finisher when it comes to leading fundraising bids, with an eye for detail, whilst also comfortable in contributing to partner bids and learning about new development arenas. They will be able to oversee delivery, supporting communication and human resource allocation.

We recognise that many people with transferable skills will be interested in this role. We believe however the role would particularly suit either:

- An exceptional person with a minimum of 3 years experience / evidence of fundraising success in the cultural or parallel sectors, with some management experience, who is looking to develop a leadership role.
- A more experienced leader with extensive development experience who recognises the extraordinary opportunity this role affords and is looking for the chance to catalyse an organisational step-change.

ESSENTIAL REQUIREMENTS.

- A minimum of 3 years experience / evidence of fundraising success in the arts, cultural or parallel sectors.
- An appreciation for and understanding of Open Eye Gallery
- Excellent negotiating, communicating and influencing skills
- An understanding of the current fundraising landscape
- Experience of securing donations and negotiating sponsorship agreements
- Experience in managing and motivating others in a way that empowers them, including external parties
- Ability to work out of office hours and to travel internationally
- Ability to work under pressure and to tight deadlines

DESIRABLE

- Experience of fundraising in a photography, visual arts or festival environment
- Experience of working with embassies, international bodies or agencies developing international work
- Experience of managing partnerships towards defined goals
- Experience of fundraising for a small to medium sized organisation
- MBA or degree in arts management

THE APPLICATION PROCESS

Please email your completed application form, along with the equal opportunities monitoring form to jobs@openeye.org.uk

The application deadline for this vacancy is Friday 1st December 2017 at 12.00pm

Interviews are scheduled W/C Monday 11th December 2017

Unfortunately we do not have the capacity to feed back on individual applications.

Successful applicants will hear back by Friday 8th December.