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# Philharmonia

## Business Development Consultant

### Purpose of Role

We are seeking a Business Development Manager to support the strategic development of new commercial business strands, as the Philharmonia seeks to implement its new vision.

The role will undertake market research, build a network for the organisation, and drive new business in the commercial landscapes of film, TV and gaming. Ideally, the successful candidate will also be familiar with emerging trends in the innovation and immersive event space.

This is a consultancy role, reporting to the CEO, with regular interaction with the Executive Team. You will have responsibility for scoping new partnership opportunities, requiring an extensive network of existing contacts, a thorough understanding of the digital media industries, and a self-starting mentality.

You will combine deep knowledge of different commercial models within the arts and culture sector, with an appreciation of and passion for artistic excellence. We expect you to be an experienced and effective dealmaker, with exceptional people skills, analytical excellence and business acumen.

### Primary Responsibilities

- Commission and conduct market research across the sector to unveil and develop new commercial business avenues
- Identify, evaluate and secure new opportunities within the media industries of film, TV and gaming, with the goal of creating established new revenue streams for the orchestra
- Research and identify new business opportunities in the immersive experience market
- Assist in broadening our industry network and initiate outreach for new partnerships
- Collaborate with the CEO on strategic business planning in the digital arena
- Analyse revenue opportunities from current IP and propose innovative ideas for growth

### Qualifications and Experience

- First rate portfolio of contacts in the digital media industries and innovation sector
- Demonstrated success in business development and growing relationships within relevant sectors (film, TV, gaming, immersive)
- High level experience in delivering successful presentations and pitches for creative projects
- Creative problem-solving abilities with a knack for identifying untapped revenue opportunities
- Exceptional ability to form quick, strong cross-cultural working relationships
- Experience of working with creative organisations
- Strong understanding of digital media industries and new emerging trends and technologies
- Flexible approach, willing to adjust hours for events or concerts as needed

This can be a part-time or full-time position. Salary to be discussed, depending on experience.

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To apply, please forward a copy of your CV, current salary (if employed), and expected rate of pay to [philharmoniahr@thehrhub.co.uk](mailto:philharmoniahr@thehrhub.co.uk)

Closing date: Friday 12 April

The first interviews will be held w/c 22 April.