



## **ABOUT NATIONAL GALLERY SINGAPORE**

### **UNVEILING MODERN SINGAPORE AND SOUTHEAST ASIAN ART**

National Gallery Singapore is a visual arts institution which oversees the largest public collection of modern art in Singapore and Southeast Asia. Situated in the heart of the Civic District, the Gallery is housed in two national monuments—City Hall and former Supreme Court—that have been beautifully restored and transformed into this exciting venue.

Reflecting Singapore’s unique heritage and geographical location, the Gallery features Singapore and Southeast Asian art from Singapore’s National Collection in its long-term and special exhibitions. The Gallery also works with international museums to jointly present Southeast Asian art in the global context, positioning Singapore as a regional and international hub for the visual arts.

In 2016, the Gallery won the awards for “Best Attraction Experience”, “Breakthrough Contribution to Tourism” and “Best Customer Service (Attractions)” at the prestigious Singapore Tourism Awards for its role in adding to the vibrancy of Singapore’s tourism landscape.

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## **Senior Manager, Business Development**

### **PURPOSE OF JOB**

- To identify business opportunities and key partnerships for the National Gallery
- To develop and execute key product offerings in support of the long-term financial sustainability of the Gallery
- To develop a sales and distribution plan for key business products

### **RESPONSIBILITIES**

Key responsibilities include, but not limited to the following:

- Reporting to Head of Business Development to help achieve revenue targets
- Develop and execute new products and partner concepts by considering factors such as market segmentation, value proposition, product positioning, and pricing strategy.
- To present and consult with mid and senior level management on identifying business trends with a view to developing new services, products, and distribution channels that will lead to an increase in sales.

- To conduct both market and competitor analysis to determine competitiveness of the Gallery's product and service offering
- To use business analytics that enhance revenue generation for the Gallery
- Client Prospecting, pitching, building key customer relationships, and managing key accounts by presenting new solutions and services to clients.
- To collaborate and work across teams to develop packaged experiences that are in line with the Gallery's core objectives

## **REQUIREMENTS**

- A Bachelor Degree in business administration is preferred
- At least 5 years of business development or corporate sales experience
- Strong strategic and analytical skills
- Strong prospecting skills and commercial acumen
- Ability to cross-sell, engage senior executives and equipped with client management skills
- Strong knowledge of market trends and product developments
- Good project management skills is a plus
- Work experience with attractions, arts and cultural museums preferred

Please send your detailed CV to [careers@nationalgallery.sg](mailto:careers@nationalgallery.sg). We regret that only shortlisted candidates will be notified.