



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.

Senior Manager (Corporate Sales)

PURPOSE OF JOB

- To develop business opportunities for the National Gallery
- To develop a strategic sales and marketing plan for key business products
- To generate income from bulk ticket sales, venue rental and other chargeable product offerings in support of the long-term financial sustainability of the Gallery
- To establish distribution channel for products by establishing business partnerships
- Supporting footfall and overall venue rental sales target

RESPONSIBILITIES

- Identify, analyse and follow up on sales leads and opportunities;
- Develop the Gallery’s Event Management Services strategy to provide a comprehensive corporate events and experiences offering, by considering factors such as market segmentation, value proposition, product positioning and pricing strategy

- Work with team to develop proposals that speak to the client's needs, concerns and objectives; participate in pricing the solution/service and working with technical staff and other internal colleagues to meet customer needs
- Manage enquiries on Gallery's venue rental packages, including providing professional event related advice
- Manage, support and service hirers including preparation of required paperwork for venue bookings and the processing and settlement of payments
- Manage key stakeholder portfolios and be the primary Client liaison and accountable for all project deliverables
- To conduct both market and competitor analysis to determine competitiveness of the Gallery's product and service offerings as well as identify new business opportunities and market segments
- Work with team to develop strategies to achieve revenue and footfall targets and to maximise utilisation of venues
- Execute marketing strategies that are aligned to achieving targets
- Coordinate with the Events Management team to provide the necessary event support & services to the hirers
- Attend industry functions, events and conferences, and provide feedback and information on market trends; present to and consult with management on business trends with a view to identify new distribution channels and opportunities for partnerships that will lead to an increase in sales.
- Maintain extensive knowledge of current market and industry conditions and develop the pipeline of new business opportunities and sales forecast. This requires a thorough knowledge of the market, the solutions/services the Gallery can provide, and of the Gallery's competitors.
- Be a role model for the team in sales professionalism and client servicing
- Any other duties assigned by the Head of Business Development

REQUIREMENTS

- A Bachelor's 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. We regret that only shortlisted candidates will be notified.