

NTGent is looking for a sales staff member

NTGent is a city theater in motion. As a city theater, NTGent aims to engage, motivate, and inspire a diverse audience. We do this by creating and presenting impactful productions and using theater as a platform for social debate. With our new artistic discourse, consisting of two artistic lines—**Art & New Technology and Art, Care & Rituals**—the Ghent perspective and our international activities will be inextricably linked. NTGent is a theater where multiple generations of creators work alongside and with each other, where familiar faces and recognizable stories are interspersed with unknown, surprising, and alienating elements. A theater that sustainably manages its resources, people, and environment. A theater that literally and figuratively stands in the heart of the city with two locations (the KNS and Minnemeers). A theater that plays a leading role in the Flemish and international performing arts landscape. A theater that is an open house, accessible to everyone. A theater that seeks new forms for the further development of the performing arts, addressing major themes and traveling purposefully across the country and the world with its productions. A theater that believes in the unifying, transformative, and healing power of art.

Yves Degryse, Barbara Raes, and Melih Gençboyacı together form the artistic leadership of NTGent. Together, they advocate for a polyphonic, shared, and caring leadership. With Daan Vander Steene as the business director, they will build on the current policy plan in the coming years but also gently transform it towards a new course. They do this together with a wide range of creators, from Luanda Casella, Lara Staal, Yves Degryse | BERLIN, Milo Rau, Barbara Raes | Beyond the Spoken, and Werktoneel to artists-in-residence Miet Warlop, Irene Wool, Chokri Ben Chika | AZH, and Ontroerend Goed. Together, they form the polyphonic and multifaceted creator house of NTGent.

For the further development of its national and international touring operations and the strengthening of its sales team, NTGent is looking for an additional sales staff member.

Job Description

As a sales staff member, you will be responsible for initiating and following up on a wide range of activities related to the distribution of productions domestically and internationally. You will contribute to the (inter)national reputation of NTGent. You will be part of the team that collectively handles the national and international distribution and sales of all NTGent (co-)productions.

In this role and within this team, you will be both a strategist, networker, and salesperson.

- You will develop a clear vision and policy regarding distribution and sales, both nationally and internationally, together with your colleagues in the team and in consultation with NTGent's artistic and business leadership.
- You will immerse yourself in the artists and their work/productions and strive for a tailored approach that optimally showcases both the artist and the organizations.
- You will initiate and maintain contacts with theaters, festivals, and organizers at home and abroad. You will conduct sales conversations with potentially interested programmers/organizers and ensure that the artists working within NTGent enjoy maximum visibility.
- You will work in a planned manner and strive to achieve certain sales objectives.

- You will follow national and international trends and tendencies related to distribution/sales and know what is happening in the sector (e.g., by participating in networking events).
- You will maintain close contact with your colleagues within the sales team as well as with internal and external staff involved in the productions and touring process, ensuring that everyone's role is clear.
- You will identify new potential venues for NTGent, including untapped circuits for the organization. You will explore various market segments and think creatively with artists and programmers/theaters/festivals, etc.
- You will accompany the NTGent team on tours domestically and internationally to maintain and strengthen contacts on the road and to stay connected with the venues and their audiences.
- Together with the communication colleagues, you will work on and distribute a creative mix of promotional materials, so that theaters/festivals, etc., can use these to achieve optimal audience reach.
- You are skilled in negotiating and strive to secure the best possible commercial terms.
- You will handle part of the administrative tasks linked directly to sales (e.g., preparing price simulations, drafting contracts, listing agreements). In this way, you provide a foundation for colleagues who will further work with the provided information (technical coordinator, administrative staff, tour manager).

Profile

- You have a passion for the performing arts.
- You have commercial insight and strong negotiation skills.
- You are a creative thinker.
- You are an excellent networker.
- You are proactive.
- You have strong organizational skills.
- You are stress-resistant.
- You are open to irregular hours and frequent travel domestically and internationally.
- You enjoy working independently but can also collaborate effectively when needed.
- You have strong communication skills and are fluent in, preferably, but not exclusively, Dutch, English, and French, both orally and in writing.
- You have experience in a similar role.

Offer

A challenging job in an ambitious and international house, in a part-time project for one year up to a maximum of 50%, with the possibility of a longer engagement. Freelance employment is also possible. Salary according to CAO paritair comité 304 (Performing Arts, Salary Category A), considering relevant seniority and with a package of extra-legal benefits.

Application

Interested? Send your motivation letter and CV to vacature@ntgent.be by Sunday, July 7, 2024, at the latest. After an initial selection of the submitted applications, selected candidates will be invited for two interview rounds in July. The start is scheduled for September 1 (or earlier if possible). Your application will be treated confidentially. For questions about this position, you can contact Annelies Joos, HR manager, via annelies.joos@ntgent.be.

NTGent values diversity as an organization. Therefore, selections are made based on competencies regardless of origin, age, gender, or diploma.