



Job Title: Partnerships and Events Acquisition Producer (20 Hours/Week)

About The Revel Puck Circus:

The Revel Puck Circus is a contemporary circus production company renowned for its innovative productions, pop-up events and creating immersive and unforgettable experiences. We are seeking a dynamic Partnerships and Events Acquisition Producer to focus on acquiring and delivering brand partnerships, venue hires, external production projects, and bespoke events. This role will be encompassed in Studio Puck - our creative experience agency arm.

Reporting to: Artistic Director **Managed by:** Associate Producer / Senior Producer

Contract: Freelance, 20 hours per week + full time within project delivery specific periods

Location: London Office (Shoreditch), hybrid + on locations as required

Hourly Rate: £15 per hour

Role Overview:

The Partnerships and Events Acquisition Producer will primarily focus on securing new revenue streams and ensuring the successful delivery of projects. This role involves identifying and acquiring brand partnerships, venue hire clients, and external production opportunities, and then delivering those projects to a high standard.

Key Responsibilities:

- **Partnership & Event Acquisition:**
 - Proactively identify and pursue new brand partnership opportunities, venue hire clients, and external production projects.
 - Develop and deliver compelling pitches and proposals to potential clients.
 - Negotiate and secure contracts and agreements.
- **Event & Project Delivery:**
 - Coordinate and deliver projects acquired, ensuring they meet client expectations and Revel Puck Circus's high standards.
 - Work closely with creative and technical teams to ensure seamless project execution.
 - Act as a key point of contact for clients during the delivery phase.
 - Ensure that budget and time constraints are adhered to during the delivery process.
- **Relationship Building:**



- Build and maintain strong relationships with potential and existing clients.
- Network within the events, corporate, and creative industries to generate new leads.
- Attend industry events and meetings to promote Revel Puck Circus's services.
- **Reporting and Administration:**
 - Maintain accurate records of acquisition activities and project delivery.
 - Provide regular updates on acquisition progress and project delivery status.
 - Contribute to financial reporting related to project acquisition and delivery.

Essential Skills and Experience:

- Proven experience in sales, business development, or account acquisition within the events or creative industries.
- Demonstrated ability to secure and deliver brand partnerships, venue hires, or similar projects.
- Excellent communication, negotiation, and presentation skills.
- Strong organisational skills and the ability to manage multiple projects simultaneously.
- A proactive and results-oriented approach.
- A network within the events, corporate, or creative industries.
- Proficiency in Google Workplace.

Desirable Skills and Experience:

- Experience in the live entertainment or touring sector, particularly within circus or physical performance.
- Knowledge of technical production.
- Valid UK driving licence.

Personal Qualities:

- Driven and target-oriented, with a strong focus on achieving sales and delivery goals.
- Excellent interpersonal skills and the ability to build rapport with clients.
- Adaptable and resilient, with a passion for delivering exceptional experiences.
- A commitment to diversity and inclusion.

To Apply:

Please send your CV and a cover letter outlining your suitability for the role, with specific examples of acquisition and delivery of brand partnerships, venue hires, or similar projects, to contact@revelpucks.com - Please include "Partnerships and Events Acquisition Producer Application" in the subject line.



Closing Date: 20th of April 2025

Revel Puck Circus is an equal opportunities employer and welcomes applications from all backgrounds.