



Irish National Opera

CANDIDATE INFORMATION PACK
Development Manager

About Irish National Opera

Purpose and Priorities

Irish National Opera was created to transform opera in Ireland, in the firm belief that opera is for everyone. As Ireland's national opera company its purpose is to grow the opera community, champion Irish talent and present extraordinary performances throughout Ireland and beyond.



The Marriage of Figaro Gaiety Theatre, April 2018

To fulfil this purpose our priorities for the next three years are focused on presenting, connecting and potential: We will present work from the opera repertoire including

audience favourites, lesser-known and contemporary works, and touring productions. We will also create new Irish operas and innovative work.

We will connect with citizens and audiences by touring throughout Ireland, performing high quality and exciting productions in established venues and unexpected places. We will further engage with young people, first timers and opera lovers alike with imaginative programming around productions and other public, education and outreach projects and events.



Orfeo ed Euridice, Galway International Arts Festival 2018 & National Tour Feb/March 2019

We will nurture potential, enriching Irish opera today and for the future, through the Opera Studio for emerging artists and by engaging with third level students, commissioning new work and collaborating with artists from other creative sectors.

The Story so Far

Founded in January 2018, Irish National Opera was born in response to a competitive call out by the Arts Council, from the merger of two award-winning opera companies, Opera Theatre Company and Wide Open Opera. In its first 24 months of operation INO gave 72 performances of 14 operas in 24 Irish venues.

The company has performed large-scale productions of works from the great operatic canon by Mozart, Verdi, Puccini and Rossini in the Gaiety and Bord Gáis Energy theatres in Dublin, the National Opera House in Wexford and Cork Opera House. It has also taken touring

productions of works by Thomas Adès, Offenbach, Gluck and Vivaldi — the first ever production of a Vivaldi opera in Ireland — to all parts of the country.

INO is also committed to taking Irish opera productions abroad. Its FEDORA–Generali Prize winning production of Donnacha Dennehy and Enda Walsh’s *The Second Violinist*, a co-production with Landmark Productions, has been seen in Galway, Dublin, London and Amsterdam. International co-productions include Gerald Barry’s *Alice’s Adventures Underground* with the Royal Opera House, and Dutch National Opera.



The Second Violinist London 2018, Amsterdam 2019

With its potential to increase access and reach digital has been important to INO from the start. The company’s production of Puccini’s *Madama Butterfly* starring Celine Byrne is available on demand on the RTÉ Player. *The Second Violinist*, Gluck’s *Orfeo ed Euridice* and Rossini’s *Cinderella/La Cenerentola* all webstreamed on www.operavision.eu. Its street-art opera, *He did what?* by Brian Irvine and John McIluff, a co-production with Dumbworld, has screened at Operadagen Festival in Rotterdam, Edinburgh Fringe Festival, Dublin Fringe Festival and at New York’s BAM New Wave Festival.

Digital innovation during lockdown included the Friday Opera Sessions, showcasing 25 of Ireland’s most talented opera singers. Also created under lockdown is *Seraglio*, an 8 part mini-series based on Mozart’s *The Abduction from the Seraglio*.

The ABL Aviation Opera Studio is INO’s artistic and professional development programme. It provides training and a platform for emerging opera artists in several disciplines. Studio members gave the world premiere Evangelia Rigaki’s *This Hostel Life* in the crypt of Dublin’s Christ Church Cathedral last September, and they also presented the free, introductory

show, *The Deadly World of Opera*, in Dublin suburbs and city centre as part of Dublin City Council's MusicTown festival.

Company Culture

Led by Executive Director Diego Fasciati and Artistic Director Fergus Shiel, Irish National Opera currently has a dedicated and hard-working core team of 11. We encourage a culture of collegiality, mutual respect and professionalism. We endeavor to create a supportive work environment where self-initiative and professional development are valued. We expect high-quality work to be delivered at all times in a fast-paced environment. We encourage team members to familiarise themselves with the work of other departments and the work of the company. We encourage everyone to contribute to the growth and development of the company.



Least Like The Other Galway International Arts Festival 2019 & Dublin Theatre Festival 2020

Development and Fundraising

A fundraising roadmap for Irish National Opera is in place in the form of a fundraising strategy 2020 – 2023. The successful candidate will spearhead this strategy's delivery, innovation and development, enabling INO to augment its state funding from the Arts Council, earned income and other public funding by building/delivering sustainable additional income to help meet the strategic ambitions of the company.

There is a clear commitment to fundraising throughout the company. Some strong donor and sponsor relationships exist and some prospects are identified. Now in its third year of operation, Irish National Opera is establishing a supportive donor family, and has built on the success of the 2018 Founders Circle by launching a Friends and Patrons membership scheme in 2019. It has also secured its first multi-annual sponsorship of the ABL Aviation Opera Studio.

The Role of Development Manager

Irish National Opera is now seeking an experienced Development Manager who has a track record of successful fundraising, including setting and achieving targets. The successful candidate will lead on developing a compelling story (case for support), a pool of prospective donors and prospects who have the financial ability to make a difference, and robust infrastructure and processes. They will confidently manage and run the fundraising process, sell the organisation and build lasting donor and sponsor relationships for INO.

The successful candidate will thrive as a member of a small, young company with a big vision. To succeed in this role they will be results focused, good at spotting opportunities, and a great relationship builder who is comfortable representing Irish National Opera in corporate and other environments.



La Cenerentola Bord Gáis Energy Theate, November 2019

Key Information about this Role

Irish National Opera is an equal opportunity employer and encourages and welcomes applications from candidates of all backgrounds.

This role will require some evening and weekend work, as well as travel in Ireland and some international travel. The company offers time in lieu for any overtime worked.

The principal place of work is the company's office at 69 Dame Street, Dublin 2. Remote working arrangements are possible where practicable.

The starting salary for this role is c. €50,000 depending on experience, plus up to 5% pension contribution upon completion of probation. The company conducts annual performance and salary reviews.

The role is offered as a five-year contract, subject to successful completion of 6 month probationary period.

The annual leave entitlement is 20 days.

This position is envisioned as a full-time position. However, Irish National Opera will accept proposals from individuals who wish to work on a part-time basis and take on defined aspects and responsibilities of this role.

How to Apply

To apply for this role, please email your CV and a cover letter outlining your suitability and experience to Executive Director Diego Fasciati at diego@irishnationalopera.ie. All applications will be treated with the strictest confidentiality.

Closing Date: Friday 25 September at 12:00 noon. Interviews will be held the week of 5 October. It is envisaged that interviews will be held in person where possible. Interviews are also possible by video for candidates not currently based in Ireland or if required by public health guidelines.

For a confidential discussion about this role please contact Executive Director Diego Fasciati at diego@irishnationalopera.ie or 087 782 0916.

More information on Irish National Opera can be found on our website:
www.irishnationalopera.ie

Thank you for your interest in this role.