

TYNESIDE

C I N E M A

BUSINESS DEVELOPMENT MANAGER

Tyneside Cinema is seeking to appoint a Business Development Manager to drive sustainable growth and revenue streams, develop partnerships, income and expanding corporate engagement, while aligning with Tyneside Cinema's cultural mission and values.



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ABOUT US

Tyneside Cinema is the North East's leading independent cinema and digital arts venue located in the heart of Newcastle upon Tyne where it provides a welcoming space for people from all walks of life to come together. Our venue offers four screens, displaying a vast programme of films from all over the world; an award-winning learning programme which creates space for young people and adults to develop their skills and gives artists space to practice their craft; and three public bar, dining and café spaces which offer a place for film and food lovers to socialise.

Tyneside Cinema is a community, with film at the heart of everything we do. We believe in the power of film to facilitate empathy; as a way to challenge and transport us through the stories of lives we haven't led, into places we've never been. In the setting of our beautiful 1930's newsreel theatre, we hope to create a space that reflects this potential in film to engage and relate new ideas, experiences and stories.

ABOUT THE ROLE

Key Responsibilities

- Identify and pursue new business opportunities, partnerships, and sponsorships.
- Develop strategies to increase earned income through packages, corporate memberships, merchandising, and events.
- Support long-term financial sustainability aligned with cultural objectives.
- Work with Head of Events and Hospitality on filling the gaps in revenue targets, always ensuring the offering is competitive and deliverable
- Build and maintain relationships with corporate sponsors, donors, and cultural institutions.
- Represent the organisation at networking events, conferences, and cultural forums.
- Lead sponsorship initiatives, including philanthropic campaigns.
- Negotiate contracts and agreements with partners and sponsors.
- Conduct market research to identify trends and opportunities in the cultural sector.
- Develop strategies to attract diverse corporate partners and enhance their experience.
- Oversee delivery of business development projects from concept to completion.
- Ensure compliance with legal, financial, and ethical standards.
- Work with all teams to ensure projects are executed correctly, thoroughly and with full communication to all departments.

SKILLS & EXPERIENCE

- Strong understanding of the corporate sector and a passion for film & heritage museums.
- Excellent networking and relationship-building skills.
- Experience of working to and achieving B2B KPI's and targets
- Commercial acumen with experience in revenue generation.
- Strategic thinking and ability to align business goals with cultural values.
- Strong communication and negotiation skills.
- Degree or over 5 years in Business, Marketing, Arts Management, or related field.
- Experience in business development, or partnership management.
- Knowledge of sponsorship & corporate trends.

WORKING HOURS & SALARY

- Salary: starting from £35,000 p.a.
- Contract: Full-time (37.5 hours per week)
- Working hours: Monday- Friday, 9:00am- 5:00pm. You may be required to work occasional weekends, dependent on the needs of the business.



TYNESIDE CINEMA VALUES

COMMUNITY

- We put our guests and the communities we serve at the heart of what we do, take ownership for their needs and are accountable for delivering a friendly, respectful and professional offer.

CREATIVITY

- We show care in what we do, and how we do it, demonstrate loyalty and commitment to help and support one another and foster a sense of belonging for our staff and community. We work cooperatively and communicate effectively, respecting one another's views and making our work environment professional and supportive.

CARE

- We encourage an environment of peer-to-peer learning and development and commit to creating a space where the unheard can feel heard and the excluded can be included. We embrace our identity as an independent arts and culture venue to foster unique collaboration, understanding and warm, creative community spaces. We drive creative approaches to our work, being disruptive and transgressive in the face of assumptions and embracing feedback and challenge with openness and empathy.

TYNESIDE CINEMA CULTURAL MISSION

We are here to listen, learn and entertain people through the art of film.





EMPLOYEE BENEFITS

We want to support your love for film and enable you to experience our amazing food and beverage venues.

Cinema

- Unlimited free tickets for personal use
- 12 additional complimentary tickets every 3 months for your friends/family

Hospitality

- Discounted food and soft drinks from the Bar Café and Vicolo

Additional Benefits

- 33 days holiday per year inclusive of bank holidays.
- Enhanced company sick pay upon successful completion of probationary period.
- Access to an employee assistance programme
- Free eye tests and flu vaccinations for all employees.





APPLICATIONS

To Apply

Please email :

- a CV to joinus@tynesidecinema.co.uk
- A cover letter or video introduction (optional)
- Complete the following application form: [Business Development Manager Application Form](#)

Deadline for applications: Monday 2nd February at 7:00pm

Tyneside Cinema's goal is to promote a diverse and inclusive workplace and we are committed to building a team that reflects a wide variety of skills, perspectives and backgrounds.

We are an equal opportunities employer, hiring on merit and our business need. We encourage applications regardless of age, sex, gender identity, sexual orientation, gender reassignment, marital status, pregnancy, parenthood, religion or belief and disability.

We have also recently partnered with [Suitability](#) and [Smart Works](#) who can provide business attire free of charge to wear to your interview if needed.

If you require any reasonable adjustments in our recruitment process, please let us know.

