

Come work with Magnum

Global Director, Cultural & Editorial Partnerships

MAGNUM:

Magnum represents some of the world's most renowned photographers. What makes Magnum unique is the diversity of expression within its ranks, from war photographers to satirists and conceptual artists, and almost everything in between. What unifies them is their strong individual authorship and shared vision to chronicle world events, people, places through imagery and narratives that have redefined history and transformed lives. This includes not shying away from telling the difficult stories.

The demand for authentic meaningful and purpose-oriented work has never been greater, and Magnum's photographers are keen to continue building their profiles in these areas – with editorial, NGO and non-profit partners, as well as other partnerships that align with the core values of the photographers and the agency. This work has long been the lifeblood of Magnum Photos.

The organisation is run as a collective structure with a membership that has evolved over the years to encompass the work of almost 100 diverse photographers and estates.

We have offices in New York, London, and Paris, and work with press, publishers, advertising, television, galleries and museums across the world. Magnum also has a vibrant digital platform which we use to connect with our global audience of over 5.5 million people by showcasing photographers' work, offering education initiatives, and hosting special commercial events.

ABOUT THE ROLE:

We are looking for a Global Director to lead fundraising (development) for cultural, personal, and editorial-style projects by connecting Magnum photographers' passions with sources of funding (and vice versa). This encompasses nurturing valued editorial relationships but also exploring unexpected opportunities. This role will report to the CEO.

The Global Director, Cultural & Editorial Partnerships, will lead a global team charged with securing funding for and supporting the delivery of projects that connect with Magnum photographers' passions and helping them expand their corps of lifelong meaningful work, including through group projects on significant issues. As well as securing the funding which may be from multiple different sources, the role will oversee light administrative and production support for projects where this is required. You will lead the way in finding new ways to showcase work so it has the broadest reach and the deepest impact in the world.

You must be able to connect deeply with photographers about their work and be able to connect this with potential supporters: philanthropic foundations, grant-making bodies, NGOs, cultural institutions, individual patrons, traditional and new media partners, digital crowdfunders. This requires long-term strategic relationships with funders and an entrepreneurial mindset that is as comfortable engaging with and representing conceptual subject matter as hunting out funding and closing partners who have a shared concern for a particular subject.

In addition to business development, the Global Director role will own and develop relationships with global editorial publications at the highest level and oversee a team handling incoming assignment requests to ensure the high quality production and delivery of projects.

The Global Director, Cultural & Editorial Partnerships will be a visible leader in the organisation and collaborate closely with other parts of Magnum's business, in particular commercial partnerships and our digital community.

WHAT YOU'LL DO:

Leadership

- Manage, coach and develop a small, diverse team of 4-5 people who are responsible for delivering editorial assignments, cultural projects, and funding support for photographers' personal work
- Develop an evidence-based strategy that will lead to the greatest traction and support for new cultural and editorial work
- Clearly define goals and objectives, using consistent and transparent methods to measure success
- Full ownership for the department's P&L, with responsibility for fiscal planning and delivery
- Role model industry best practices and Magnum internal values in what you do and how you do it

Strategy

- Define and deliver on ambitious goals for supporting the creation of stories and projects and evaluate the most promising sources of funding support
- Define and implement an effective model for unlocking funding support, whether from public or private partners, individuals or organisations
- Build and grow long term strategic relationships with new and existing media organisations, institutions, government bodies, NGOs, and philanthropic organisations
- Create opportunities for members of Magnum's digital community to participate in and support photographer projects, in partnership with our collector and community teams.

Project development:

- Collaborate closely with photographers, acting as a trusted thought partner in framing their ideas, and the development of creative go-to market strategies for their work
- Support and develop multi-photographer group projects focused on specific themes or topics, getting involved in early-stage planning and ideation to match the creative ambition with sources of funding
- Build robust project financing models and define resourcing needs appropriately for specific projects
- Actively and persuasively pitch stories and project concept ideas to senior photographer and visual directors, editors and other possible supports matching industry focuses with photographers' work and personal interests

Production

- Own the responsibility for the flawless production and delivery of cultural and editorial projects providing support for the team members involved, and quality assurance for the photographer and funding partners
- Brief producers effectively and efficiently, retaining executive responsibility for the overall photographer and partner experience for more complex assignments and group projects

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WHO YOU ARE:

- A natural leader with a strong entrepreneurial mindset and a go-getter attitude
- An excellent relationship builder with demonstrated ability to secure funding support from multiple different sources for visual journalism, cultural and multimedia photographic, art and film projects
- A proven interest in culture, news and global affairs and the ability to discuss project ideas credibly with photographers, building opportunities in a constantly shifting landscape
- Strongly motivated by giving life to important projects and stories that have an impact in the world and create legacy for photographers and Magnum
- Able to align a diverse global team around common goals and inspire and motivate effectively.
- Adept at building best-in-class skills and capabilities in team members, including where necessary, hiring fantastic talent, nurturing high performers, and managing team restructuring
- A natural team player who enjoys collaborating with others to build opportunities that are bigger than the sum of their parts
- Exceptionally organised with a keen eye for detail and ability to prioritise effectively
- Sets high standards for themselves and the team

MINIMUM QUALIFICATIONS:

- 10-15+ years of experience in relevant fields
- Proven experience, ideally some combination of media outlet, cultural fundraising, sponsored content, or similar
- Extensive and established relationships with arts, culture and foundation program officers, grantmakers, strategic communications officers, individual and corporate patrons, curators
- Excellent EQ, able to build strong photographer relationships, and manage multiple internal and external partners across time zones
- Passionate about the intersections of photography, documentary, visual journalism, and current affairs
- Must be able to travel as needed post pandemic

LOCATION:

Based in NY or Paris

MINDSET:

- An entrepreneurial self-starter with an upbeat and positive nature
- Committed to Magnum's working values of excellence, innovation and respect