The Fundació Joan Miró (FJM) is a knowledge and research space on the work of Joan Miró whose mission is to disseminate his legacy in dialogue with artists from the 20th and 21st centuries. Based on an interdisciplinary approach, the FJM combines the presentation of its collection with the organisation of temporary exhibitions, public and social programming activities and projects in collaboration with other institutions.

It is currently seeking a:

**BUSINESS MANAGER**

Reporting directly to Management, your main duties will be as follows:

- As a member of the steering committee, participating in defining and promoting the institution’s strategic guidelines to ensure its positioning and lines of action.

- Defining and implementing the institution’s strategic business lines in the short, medium and long term to ensure its financial sustainability.

- Developing and implementing its commercial and operational plans, guaranteeing an improved visitor experience and growth of our audiences.
  - Optimising the FJM’s ticket sales and commercial offers through various sales actions, managing its online booking platform and coordinating face-to-face sales.
  - Conducting benchmarking and ongoing studies of customer behaviour.
  - Suggesting proposals for growth in the areas of e-commerce and space rental.
  - Leading its shop and merchandising business (innovative items, simplifying lines, reviewing logistics to address new demands and so forth).
  - Leading the management and supply of its restaurant service.

- Managing external visitor services at the museum.

- Helping to develop the communication and marketing aspects of FJM’s business in conjunction with its communication and marketing services.
• Managing your business team by encouraging and maintaining the motivation, training and cohesion required for its smooth internal running as a team alongside other members of the organisation.

Requirements:
• University degree in Business Administration or similar.
• Team management/supervision.
• High level of planning and organisational skills.
• Effective interpersonal skills.
• Excellent negotiation and commercial skills.
• Good time management skills.
• High level of leadership and rapid, effective and strategically focused decision-making skills.
• Ability to build trusting relationships that benefit the institution.
• Service and results focused.
• Languages: Catalan, Spanish and English. Knowledge of other languages is desirable.

Experience:
• At least 5 to 8 years in similar positions preferably in the sector.

We offer:
Permanent contract and a 37-hour week.