



**Design & Crafts
Council Ireland**



Head of Commercial

THE ORGANISATION

Design & Crafts Council Ireland (DCCI) is the representative voice and champion of the design and craft industry in Ireland, representing all disciplines of practitioners. Its objectives are to foster the growth and commercial strength of the design and craft sector, communicate its unique identity and stimulate quality design and competitiveness. Based in Kilkenny, DCCI has 62 member organisations and over 3,500 registered craft enterprises. As part of its continued development, DCCI is now seeking an exceptional candidate to deliver an ambitious commercial strategy to enhance DCCI's brand identity in Ireland and Internationally.

THE ROLE

Reporting to the CEO and part of the executive leadership team, this is an exciting new business-facing hybrid role which will develop and drive DCCI's commercial strategy. The Head of Commercial will lead an ambitious commercial programme that supports DCCI's mission through generating revenue including directing its annual Showcase Trade Fair, in addition to developing other aligned physical and digital trade fairs. The Head of

Commercial will coordinate DCCI's commercial activities including building and maintaining key commercial/retail relationships and the development of a franchise programme to deliver significant financial contribution towards DCCI's mission.

THE PERSON

You are a strong, influential and digitally savvy commercial leader who can engage and influence a wide range of internal and external stakeholders. In addition to a relevant third level qualification, strong mentoring and strategic direction will be essential to your success. You will have a demonstrable track record of commercial achievement and are committed to the financial and operational realities of a national agency, where building a resilient revenue pipeline is key to long term growth. Knowledge of the Irish craft and design sector/marketplace, including economic and business affairs, as well as political, social, and cultural matters is preferred, however not required.

Further details on this significant opportunity, including remuneration, duties and responsibilities, are available upon request.

To Apply:

Lansdowne Executive Search has been retained by DCCI to manage this recruitment process.

To pursue your interest, please email a comprehensive CV and supporting letter to:

Seán McDonagh, Partner, Lansdowne Executive Search. Email: sean.mcdonagh@lansdownesearch.ie

For a confidential discussion, please contact Seán at +353 (0)87 796 1062.

Closing date for receipt of applications is Friday 26th April 2024.

Candidates for this role will be sourced through both advertising and executive search processes.

Design & Crafts Council Ireland is an equal opportunities employer.



Lansdowne Executive Search Limited, Hamilton House, 28 Fitzwilliam Place, Dublin 2, D02 P283, Ireland.