



POSITION TITLE:

Exhibition Sales & Business Development Manager

LOCATION:

Remote

POSITION TYPE:

Full-time, Contract to Hire

OVERVIEW:

Dala Projects is seeking a dynamic, results-driven Sales and Business Development Manager to lead outreach and relationship-building efforts with museums, science centers, and cultural institutions across domestic and international markets. This role will be responsible for securing host venues and partnerships for our traveling exhibitions, as well as exploring new business opportunities to grow our exhibition portfolio and institutional impact.

KEY RESPONSIBILITIES:

Sales Strategy & Execution

- Develop and execute strategic sales plans to place temporary and traveling exhibitions in museums and cultural venues worldwide.
- Manage the full B2B sales life-cycle — from lead generation and prospecting to closing contracts and on-boarding partner institutions.
- Collaborate with the marketing team to develop compelling B2B collateral and digital campaigns targeted at institutional buyers.

Business Development & Partnerships

- Identify and cultivate long-term partnerships with museums
- Build and manage a robust pipeline of prospective host venues and partners using CRM tools.
- Research emerging trends in the museum and cultural sectors to identify new exhibition markets and audiences.

Client Relationship Management

- Serve as a trusted point of contact for prospective and current clients throughout the exhibition life-cycle.
- Ensure excellent client service and satisfaction, addressing inquiries, customizing proposals, and coordinating logistics in collaboration with production and curatorial teams.
- Represent the organization at conferences, industry events, and in-person sales meetings.

Contracting & Negotiation

- Lead contract negotiations ensuring mutually beneficial terms for all parties.
- Monitor lease agreements, payment schedules, and client compliance.

QUALIFICATIONS:

- Minimum 5 years of experience in B2B sales, business development, or partnership management — ideally within the museum, cultural, exhibitions, or creative industries.
- Strong understanding of museum exhibition cycles, institutional procurement, and cultural partnership models.
- Proven track record of meeting or exceeding sales targets.
- Excellent written and verbal communication skills.
- Confident public speaker and persuasive negotiator.
- A network of museum or cultural sector contacts is a strong plus.
- Bachelor's degree in Business, Museum Studies, Arts Administration, or related field

PERSONAL ATTRIBUTES:

- Entrepreneurial mindset with a passion for museums and storytelling.
- Highly organized and self-motivated.
- Culturally sensitive and globally minded.
- Team player with strong collaboration skills.

COMPENSATION & BENEFITS:

- Competitive salary commensurate with experience.
- Commission or bonus structure based on sales performance.
- Professional development opportunities.
- Full benefit package offered when probation period concludes and upon eventual hire.

Application Instructions:

Email CV to hello@dalaprojects.com

All inquiries will be treated confidentially

