

# ZURICH ART WEEKEND

## HEAD OF PARTNERSHIPS & FINANCIAL STRATEGY (100%)

Zurich Art Weekend (ZAW) is seeking an experienced Head of Partnerships & Financial Strategy to join its leadership team in a key role combining partnership and fundraising leadership with strategic financial planning and organisational development.

Reporting directly to the Director, this role is central to strengthening ZAW's funding ecosystem, expanding and stewarding its partner network, and shaping the financial architecture required to support sustainable growth. The successful candidate will contribute to positioning ZAW as a larger and more resilient international platform over the coming years.

This position is designed for a senior cultural professional with strong fundraising expertise, a strategic mindset, and the ability to operate autonomously within a lean, agile, non-profit organisation.

## JOB OVERVIEW

### Partnerships & Fundraising Ecosystem (approx. 80%)

- Lead the strategic development of ZAW's partnerships and fundraising ecosystem, covering prospecting, acquisition, activation, stewardship, and renewal.
- Identify, approach, and secure new corporate, foundation, and institutional partners aligned with ZAW's positioning and growth ambitions.
- Cultivate and expand existing partner relationships, ensuring high-quality delivery, long-term retention, and increased engagement over time.
- Oversee the implementation and fulfilment of partnership agreements, ensuring value creation for partners while safeguarding ZAW's artistic integrity.
- Contribute to revenue diversification and sustainable growth strategies in close collaboration with the Director and Head of Program Development.

### Financial Strategy, Planning & Governance (approx. 20%)

- Act as strategic financial counterpart to the Director, shaping ZAW's financial architecture and long-term sustainability.
- Lead the development, consolidation, and monitoring of the annual master budget, integrating departmental plans into a coherent organisation-wide framework.
- Develop financial projections and planning tools to support growth, revenue diversification, and informed decision-making.
- Ensure robust financial governance and compliance in coordination with the external accountant, and provide the Director and Board with clear, strategic financial reporting.

## YOUR PROFILE

### Essential

- Strong experience in fundraising and partnership development, ideally within the cultural, non-profit, or creative sector.
- Proven ability to build, grow, and steward high-quality partner ecosystems, from prospecting and acquisition to long-term retention and expansion.
- Demonstrated experience working with sponsors, foundations, donors, and institutional stakeholders.
- Solid understanding of financial planning, budgeting, and governance, with the ability to translate financial data into strategic insights.
- Strategic mindset combined with hands-on execution capacity.
- Highly autonomous and structured; comfortable operating in lean, entrepreneurial environments with limited bureaucracy.
- Excellent interpersonal, negotiation, and communication skills.
- Fluent in English; German is a plus.

### Highly Valued

- Existing network within the corporate, philanthropic, or institutional cultural sector, ideally in Zurich, Switzerland, and eventually Europe.
- Experience supporting organisations through phases of growth, revenue diversification, or structural transition.
- Confidence interacting with senior stakeholders, including boards and high-level partners.
- Sensitivity to artistic contexts and the specific dynamics of cultural production.

## CONDITIONS

- Workload: 100%
- Contract: Permanent
- Starting date: ASAP / Q1 2026
- Location: Zurich
- Support: Year-round intern support
- Compensation: Fixed salary in line with the cultural non-profit sector, with additional performance-related compensation linked to fundraising contributions and organisational growth.

## WHY JOIN ZURICH ART WEEKEND

- Senior role with real strategic influence in a growing cultural organisation
- Direct collaboration with the Director
- Opportunity to shape funding structures, partnerships, and operations at a pivotal moment of growth
- High-quality artistic, institutional, and international environment
- Flexible, trust-based working culture
- Rare opportunity to contribute to the long-term development of a platform with international ambition

## APPLICATION PROCESS

Please send your application to [veronica@zurichartweekend.com](mailto:veronica@zurichartweekend.com) including the following: CV, Cover Letter and Reference letter & contacts. Subject: ZAW\_Head of Partnerships&Financial Strategy\_Application

**ZURICH ART WEEKEND** is an international, non-profit-oriented cultural platform bringing together more than 70 of Zurich's major public and private art institutions. Each year, ZAW presents a curated program of exhibitions, events, talks, performances, and encounters across the city, culminating in a long-weekend event in June preceding Art Basel.

Operating at the intersection of artistic excellence, international collaboration, and cultural diplomacy, ZAW combines strong international ambitions with a lean, agile operating model and a clear commitment to long-term sustainability.

*Zurich Art Weekend is an equal opportunity employer.*

*We celebrate diversity and are committed to creating an inclusive environment for all employees.*

[www.zurichartweekend.com](http://www.zurichartweekend.com)