



MARK BRUCE COMPANY

admin@markbrucecompany.com | 01373 476449 | www.markbrucecompany.com
BlackBird RedRose Studios, Unit G, Vallis Mills Trading Estate, Robins Lane, Frome, Somerset BA11 3DT

PRODUCER (0.2 FTE, 1 DAY PER WEEK) 1 YEAR FIXED TERM CONTRACT (FREELANCE)

About the Company

Mark Bruce Company (MBC) is a multi-award-winning professional touring contemporary dance organisation and a registered charity. Our mission is to create, perform and educate in an original style of cinematic dance theatre that engages and communicates with a wide audience. We produce work for both live performances and digital platforms rooted in a crafted and original choreographic language.

The company is based in BlackBird RedRose Studios, our creative hub located in our home town of Frome, Somerset. Here we create and rehearse our theatrical and digital work, make and store set, props and costumes, and run our educational talent development and community programmes.

The company has toured new work for the past 35 years both in the UK and internationally. It has a repertoire of mid-scale productions, smaller pieces and digital work. We are currently developing our strategy and business model for delivering and distributing work over the next five years.

Job Description

Reporting to the Executive Director, the Producer will work with the Artistic Director and Executive Director to build a strategic framework that will facilitate the Artistic Director's vision of creating and touring live and digital dance theatre work, reaching audiences around the world. The role will be supported by the company administrator.

Key responsibilities

Strategy

- To be responsible for the cultivation of future performances partnerships and opportunities as per the Artistic Director's vision.
- To explore creative ways to identify and realise opportunities for the company's existing artistic assets which include full length dance theatre productions, smaller pieces, digital assets, books and music albums.

Fundraising

- To work with the AD and ED to produce a viable artistic plan for funding opportunities offered by Arts Council England (NPO and NLPG) and other funders.



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Production, tour booking and touring

- Take lead responsibility for Mark Bruce Company's future UK and International touring programme, liaising with venues, negotiating and monitoring agreements, seeking commissions and partnerships. This includes exploiting commercial opportunities such as those offered by our International Producing Company, NGM. Work closely with the ED on formulating the associated budgets and work within these once agreed.
- Stay up to date with venues and future touring options both in the UK and internationally. Occasional travel with the company to provide support for national and international tours, as appropriate.
- Lead on the co-ordination of company productions and projects, negotiate financial contracts with creative collaborators within the overall project budget agreed with the ED.
- Negotiate, issue and maintain company contracts with dancers, creatives, production team, venues and suppliers.
- Negotiate music rights and other licencing for productions.
- Manage local council licencing for shows where required i.e. naked flame; performers under 18 etc. with the Production Manager.
- Oversee wrap-around touring activities with the Administrator and check that the company have all touring requirements such as rehearsal studios booked by the Administrator or Production Manager.

Audience development

- Work closely with the Artistic Director on developing other outlets (e.g. digital scope, film, etc) for the work that can engage new audiences.
- Support the administrator, PR manager and marketing freelancers on the communications strategy for each production. This includes the activity plan for social media channels and the company websites.

Artist development, education and outreach

- Contribute to the development of our Green Apples outreach programme by booking performances of smaller work into programmes with venues, mixed bills, festivals, schools etc.

Person specification

Essential person-specific qualities

- A strategic planner with enthusiasm for exploring different models for delivering artistic work
- Friendly, efficient and highly organised with excellent interpersonal and communication skills
- Patience and tenacity with a solution-seeking attitude
- A proven track record of building and delivering tours and partnerships with UK venues
- A well-developed network within the industry and expert knowledge of the sector



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- A confident and empathic negotiator
- Experienced at managing budgets at mid-scale touring level
- Highly motivated with a proactive approach
- Experience in drafting contracts
- A passion for the arts and live performance in the subsidised and commercial sectors
- Good familiarity with the UK dance sector

Desirable person-specific qualities

- Knowledge of the international dance sector
- Experience of distribution of digital work

Remuneration and job information

Fee: £280 per day

Terms: 1 year fixed-term contract with option to renew dependent on company funding

Location: This is a freelance role with travel to our studio and venues expected as required. The company are based at BlackBirdRedRose Studios, Unit G, Vallis Mills Trading Estate, Frome, Somerset, BA11 3DT



Mark Bruce Company are a Disability Confident Employer level 1.

We are committed to encouraging equality, diversity and inclusion among our workforce, and eliminating unlawful discrimination. Please let us know if you wish to apply for this role under the Disability Confidence Scheme.

How to apply

To apply for the role, please send your CV with a short covering letter or video outlining your interest in the position to Anne Hipperson, Executive Director anne@markbrucecompany.com

Please also get in touch with Anne on this email address if you would like to have an informal chat about the job as we welcome pre-application discussions.

We are scheduling interviews as applications come in and plan to start working with our new producer from May 2025.