



KEY ROLE DIMENSIONS

ROLE	Sponsorship Manager, Festival of Dangerous Ideas
REPORTING TO	Festival Director, Festival of Dangerous Ideas
DIRECT REPORTS	0
LOCATION	Sydney, NSW (Hybrid)
TERM	Contract (Until September 2026)

ROLE CONTEXT

Festival of Dangerous Ideas (FODI) is Australia's original and longest-running festival of challenging ideas. Presented by The Ethics Centre (TEC), FODI brings together leading thinkers, artists, and provocateurs to explore the issues that shape our society. It provides a vital space for open, fearless, and respectful discussion that inspires audiences to think differently.

PRIMARY PURPOSE OF THE ROLE

The Sponsorship Manager is responsible for developing, securing and managing sponsorship and philanthropic support for the Festival of Dangerous Ideas. This role will play a key part in ensuring the festival's financial sustainability through strategic partnerships that align with FODI's values and vision.

Working closely with the Festival Director and the broader FODI and TEC teams, the Sponsorship Manager will identify new funding opportunities, manage existing relationships, and ensure the effective delivery of all partner commitments.

This role will be required to be available to attend the Festival in person in Sydney, Australia, in 2026 and host some activities around the event which may include hospitality with partners.

KEY ACCOUNTABILITIES

Sponsorship Development and Fundraising

- Identify, research, and secure new sponsorship, partnership, and philanthropic opportunities for FODI.
- Develop compelling sponsorship proposals and tailored partnership packages.
- Work with the Festival Director to identify, design and execute strategies for revenue growth and long-term partner engagement.

Relationship Management



- Manage and grow relationships with existing sponsors, donors and partners.
- Ensure all contractual benefits are delivered.
- Act as the key point of contact for all sponsor communications before, during and after the Festival.

Internal Collaboration and Delivery

- Collaborate with the FODI team to integrate sponsor benefits and contracted activity across marketing, programming, and events.
- Work with production, marketing and communications to ensure appropriate recognition and visibility of partners.

Reporting & Administration

- Provide regular updates and reports on sponsorship activity, performance, and outcomes to relevant stakeholders.
- Write and deliver post-event reports for sponsors and partners.
- Maintain accurate records of partnership activity and contacts.

KEY WORKING RELATIONSHIPS

The Sponsorship Manager, Festival of Dangerous Ideas reports to the Festival Director, Festival of Dangerous Ideas.

The role will involve frequent collaboration with key internal stakeholders across FODI and TEC as well as with current and potential FODI sponsors.

KEY SELECTION CRITERIA

- Proven experience in sponsorship sales, partnerships, or fundraising (preferably within the arts, cultural, or events sector).
- Strong relationship management and stakeholder engagement skills.
- Demonstrated ability to develop and close sponsorship proposals.
- Excellent written and verbal communication skills.
- Highly organised, with strong attention to detail and ability to manage multiple priorities.
- A collaborative approach and enthusiasm for the mission and values of The Ethics Centre and Festival of Dangerous Ideas.
- Collaborative approach to working as part of a small, dynamic team.
- An interest in ethics.

DESIRABLE SELECTION CRITERIA

- Existing networks within the corporate, philanthropic, or arts sectors.
- Experience in contract management and benefit delivery in sponsorship arrangements.
- Understanding of contemporary issues, ethics and culture.



WHAT WE OFFER

- \$120,000 per annum inclusive of Super – pro-rata
- Hybrid working from office and home days
- Opportunity to have broad impact
- Part of a small, highly engaged and collaborative team

The Ethics Centre is an equal opportunity employer committed to creating an inclusive workplace that values diversity of backgrounds, experiences, and perspectives. Applicants must be based out of Sydney, NSW, and have the right to live and work in Australia.

TO APPLY

To express interest in this role, please email your Cover Letter and CV to contact@festivalofdangerousideas.com addressing these points in the Cover Letter (max 2 pages):

- What you can bring to the role, addressing up to five of the Key Responsibilities outlined, referencing examples from your work history.
- How you work in a team.
- Why ethics is a passion of yours.
- Anything else you think we should know.

Applications close 11pm, 20 November 2025

Applications will be treated in the strictest confidence. Please note: Applications received directly via recruiters or online platforms will not be accepted.