**Artistic Director – Mariposa Folk Festival**

**Closes September 11, 2023 at 4:00 p.m. EDT**

The Mariposa Folk Foundation is a member-based, registered charitable arts organization located in Orillia, Ontario. Beginning its 64th year, the Foundation’s signature event is the annual Mariposa Folk Festival.

The Foundation has an opening for a motivated, self-directed person to fill the Artistic Director position. The position reports to the Board of Directors through the president. This is a year round part time job.

Compensation is commensurate on experience.

**The Position**

The Artistic Director (AD) is responsible for the overall artistic direction, personality and development of the festival musical programming. Working in close partnership with the board of directors and the festival organizing committee, the AD will continue to grow the artistic vision, scope and scale of the festival as well as its distinctive global reputation and regional audience impact consistent with the aims, objectives and strategic plan of the festival within expenditure budgets agreed by the Board.

**Key Responsibilities:**

Deliver a program that captures the imagination and engages a broad cross-section of audiences, while showcasing cutting-edge artistic work which is vital to Mariposa’s position on the global stage, exemplifying the highest level of cultural credibility.

Maintain a current, globally informed view of the industry; participate at industry association events as approved; monitor market trends; possess and constantly update critical knowledge of emerging artists and the competitive landscape.

Work with internal and external stakeholders to establish new festival program initiatives deriving the strongest possible curated musical program by skillful investing of the festival’s resources.

Provide advice and support to the Showcase and Mariposa in Concert committee chairs as requested.

**Primary Responsibilities**

The AD will exercise their demonstrated experience in programming generating a creative lineup and schedule which leads to critical acclaim for the festival while strengthening audience trust attracting and engaging a diverse audience of all ages.

The AD will drive the growth of artistic programming and program development by hiring 60 to 65 artists ensuring that the festival maintains the highest level of artistic quality. The AD will have an understanding of, and strong commitment to program development which will reflect a diversity of artists (including Indigenous, BIPOC, LGBTQ2+, established/emerging, international) and genres within a broad definition of ‘folk music’.

**Essential Responsibilities**

Coordinate all aspects of artistic hiring, programming and scheduling for eight (8) on site stages and one (1) off site stage. This will include two evening stages as well as the daytime stages and one (1) downtown stage. There will be 135+ hours of programming.

Negotiate contracts with agents, managers and individual artists managing the financial implications of contracts (deposits, payouts, CRA regulations, auditors, etc.) in cooperation with the MFF Manager.

Manage all pre-contract communication with artists. The AD will also be the first point of contact with artists and/or their management team(s) during and post festival, responding to all artist related issues. Riders will be approved in accordance with guidelines approved by the Festival Chair and Technical Director.

Consult with the festival coordinator, technical director and the production company when negotiating artists' technical requests and before signing off on technical riders is essential to identify what the festival can realistically provide in a cost effective manner.

**Skills and Qualifications**

* Culturally aligned with Mariposa’s values of creative excellence, innovation, social and community responsibility, and financial and environmental sustainability.
* Minimum five years of multi-disciplinary arts and leadership experience including international experience, preferably at a multi-arts festival or presenting organization.
* A high-energy visionary with business savvy, drive and dedication to outstanding programming and audience engagement; the proven ability to bring creative thinking to a wide range of tasks.
* Experienced critical judgement and a compelling artistic vision including elements with broad-ranging audience appeal.
* Demonstrated experience in planning, organizing, and directing the artistic aspects of production and presentation techniques across multiple genres and outdoor locations.
* Understanding of current production issues and relevant trends across multiple streams of arts and creativity.
* Ability to deal confidently, sensitively and effectively with local and international artists at all levels.
* Proven ability to dependably manage an arts budget in the range of $650K and provide clear financial analysis with respect to project costs and revenue potential.
* Comprehensive knowledge of the grants environment for arts and culture.
* High-level communication skills, orally and in writing, at all levels – within the professional cultural community and also as a persuasive and effective advocate for cultural programming with a wide range of different stakeholder communities.
* Demonstrated ability to work productively with a volunteer Board from diverse backgrounds.
* A sophisticated, strategic belief in the identity and core mission of Mariposa Folk Foundation.
* Demonstrated negotiation and problem solving skills.

Interested applicants are invited to submit a resume in confidence by September 11, 2023 at 4:00 p.m. EDT to:

Pam Carter, Foundation President

mff@mariposafolk.com

**OR**

Attn: Pam Carter, Foundation President

RE: Artistic Director – Mariposa Folk Foundation

P.O. Box 383

Orillia, ON

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We thank all applicants that apply and advise that only those to be interviewed will be contacted.