



punchdrunk

punchdrunk.com

Appointment of Senior Producer

January 2023 | Reference: EBGWA

Saxton Bampfylde

“Hands down the best immersive theatre company in the world.”

Time Out, 2022



AWARDS & ACCOLADES

Live Event Nomination
BAFTA TV Awards
Awards 2021
(The Third Day: Autumn)

**Drama Quarterly
Craft Award**
C21 International Drama
Awards 2020
(The Third Day: Autumn)

Best Live Event
Royal Television Society
Awards 2021
(The Third Day: Autumn)

Official Selection
Toronto International
Film Festival 2020
(The Third Day)

**THEA Award for
Outstanding
Achievement** - THEA
Awards 2018
(Sleep No More, Shanghai)

Shanghai's TV & Culture
Awards 2017 - **Best
Breakthrough Act**
(Sleep No More, Shanghai)

Silver Lion Winner
Cannes International
Festival of Creativity 2017
(Believe Your Eyes)

Digital Dozen:
**Breakthroughs in
Storytelling Award**
2016
(Silverpoint)

Bronze Lion
Winner Cannes
International Festival of
Creativity 2016
(Rhianna's ANTIdiaRy)

Obie Awards 2011
**Special Citation -
Design, Sound,
Lighting, Costumes &
Choreography**
*(Sleep No More,
New York)*

Drama Desk Award
2011 for **Unique Theatrical
Experience**
(Sleep No More, New York)

Masque of the Red Death was one of
The Guardian's "**50 Best Theatre Shows of
the 21st Century**"

Critics' Circle
Theatre Award 2006 for
Best Designer *(Faust)*

The Drowned Man was listed as one of the
**"20 shows that have transformed the
theatrical landscape this century"**
(Whatsonstage)

“Pioneers of the immersive theatre phenomenon” (Telegraph)

For over 20 years Punchdrunk has pioneered a game-changing form of theatre, in which roaming audiences experience epic storytelling inside singular, sensory worlds. Today, our reputation at the forefront of the interactive experience is global, with the multi award-winning *Sleep No More* playing to sell-out audiences in New York since 2011 and in Shanghai since 2016.

Blending classic texts, physical performance and cinematic design detail, our productions immerse audiences in the world of each show, blurring the boundaries between space, performer and spectator. In this world, the choice of what to watch and where to go is yours alone. You are at the heart of the story, free to create your own unique, unrepeatable adventure.

Alongside live performance, we are curious about layering our signature theatrical elements on to other art forms, new technologies and the real world.

Our current show, *The Burnt City*, is open in Woolwich - booking until September 2023.

Punchdrunk’s theatrical works include: *The Drowned Man: A Hollywood Fable* (with the National Theatre, *The Crash of the Elysium* (Manchester International Festival), *The Duchess of Malfi* (with ENO), *Sleep No More* (with the American Repertory Theatre, Boston, Mass.), *It Felt Like A Kiss* (with Adam Curtis and Damon Albarn, Manchester International Festival), *Tunnel 228* (in collaboration with The Old Vic), *The Masque of the Red Death* (with Battersea Arts Centre), and *Faust* (in collaboration with the National Theatre).



The role

Amidst a very exciting time for Punchdrunk, the Senior Producer will be part of Punchdrunk's core Producing Team who are accountable for the management and outcomes of multiple Creative Projects, delivering strategic, commercial and creative success in line with Company goals. The Senior Producer oversees or leads a number of projects, each in differing stages of development, and works collaboratively across the business and with external partners to balance the multitude of project needs, maintain budgetary control, manage project timelines and resolve problems whilst protecting creative integrity. The Senior Producer sits on the Senior Management Team to ensure the smooth running of the company, its projects and the future programming of the company's works.

Responsible to: Executive Producer

Key Relationships: Artistic Director / Producers / Finance Director

Responsible for: Producers / Associate Producers / Freelance Project Producers / Creatives

KEY RESPONSIBILITIES

- Working collaboratively with and under the oversight of the Executive Producer, the Senior Producer is expected to oversee or lead on the successful lifecycle of a variety of projects from inception to development, pre-production, running and eventual closing, and;
- To provide robust marketing and communications expertise to support existing and future Punchdrunk shows.

EARLY LIFE PROJECT DELIVERY

- Works with the Executive Producer and Artistic Director at the earliest stage of conversations on projects for which they are identified as the Senior Producer developing the project proposal;
- Works with supporting teams to develop clear commercial and production strategies and aims for the identified project, including staffing;
- Alongside the Executive Producer and Artistic Director, takes the creative vision and overlays clear commercial boundaries to provide a framework for progressing with development;
- Creates a funding plan with the Executive Producer and Finance Director in order to identify the best funding/investment route, or for commissioned work, leads on negotiations with the commissioning party, and;
- Where applicable, leads on the securing of funding for projects (whether investment, sponsorship, etc).



PRODUCING

- Overall responsibility for project success, commercially and creatively, and in-line with organisational goals;
- Works collaboratively with the Artistic Director and/or project Creatives to ensure the creative vision can be achieved within the commercial parameters and budget, and to the technical requirements;
- Manages and coordinates project development prior to green light;
- Upon successful greenlight, recruits the key staff required to deliver each project, including the Line Producer who would report directly to the Senior Producer and oversees full project recruitment;
- Negotiates all key contractual matters, with support from legal counsel, including but not limited to: Option and License Agreements, Freelancer and Contractor agreements, Co-Production agreements;
- Throughout the project lifecycle, partners closely with finance to manage all financial aspects of the project including budget development, spending, phasing and monthly reconciliation;
- Troubleshoots specific issues which arise during each phase of the production;
- Identifies, manages and mitigates risks, seeking support from relevant specialists;
- Works with senior management and external consultants to ensure compliance with relevant regulations, codes of practice and health and safety laws;
- Ensures that all work on the project is carried out in a first-class manner consummate with industry best practice, and that all creative work meets the gold-standard that Punchdrunk is associated with, and;
- Oversees the close down of the project including closing out of contracts, delivering final assets, concluding legal matters per the legal agreements in place.

MARKETING & COMMUNICATIONS

- Responsible for the development of project-related marketing and publicity plans, strategies and promotional campaigns which meet the needs of the project and align with Punchdrunk overarching marketing and communications approach;
- Line manages marketing and communications functions, and;
- Manages all third party consultants.

SENIOR MANAGEMENT TEAM

- Is an active member of the weekly SMT Meeting, chaired by the Executive Producer, gaining an oversight of all other ongoing creative projects;
- Provides clear updates on the status of their development/R&D/running projects;
- Shares insights and learnings from their projects and their marketing and communications experience to support all company projects;
- Seeks perspectives from members to support and enrich their own projects, and;
- Raises issues and gives perspectives on wider company matters as appropriate.

Person specification

- **Collaborative Relationships:** works best in a collaborative environment; respectful of others opinions; creates a forum in which every voice counts.
- **Leadership of a high performing team:** creates a climate in which people want to do their best; tackles difficult conversations with team members proactively.
- **Project management:** accurately scopes out length and difficulty of tasks and projects; sets objectives and goals, constructs compelling development plans; develops schedules assignments; anticipates and adjusts for problems; evaluates results.
- **Negotiation Skills:** can negotiate skilfully with both internal and external groups; can swiftly establish the lay of the land and successfully negotiate the best outcome whilst maintaining positive relationships.
- **Problem Solving:** uses multiple methods to solve difficult problems with effective solutions; probes all fruitful sources for answers; can see hidden problems; looks beyond the obvious and doesn't stop at the first answers.
- **Dealing with Ambiguity:** can effectively cope with change; can shift gears comfortably; can decide and act without having the full picture; can comfortably handle risk and uncertainty.
- **Stakeholder Management:** easily gains the trust and support of others; builds appropriate rapport quickly, uses diplomacy and tact; can nurture and sustain a range of partnerships and networks.
- **Marketing and Communications:** brings a specialism in this and holds robust experience in sales strategies for commercial theatre shows; comfortable driving external marketing agencies; has an eye for swiftly implementing commercial opportunities.



Terms of appointment

Salary will be competitive and commensurate with experience.

The role will be based at Punchdrunk's home in Woolwich, SE London, but international travel may be required on a project by project basis.

How to apply

Saxton Bampfylde Ltd is acting as an employment agency advisor to Punchdrunk on this appointment.

Candidates should apply for this role through our website at www.saxbam.com/appointments using code **EBGWA**.

Click on the 'apply' button and follow the instructions to upload a CV and cover letter, and complete the online equal opportunities monitoring* form.

The closing date for applications is noon on **Friday 10th February 2023**.

**The equal opportunities monitoring online form will not be shared with anyone involved in assessing your application. Please complete as part of the application process.*

GDPR personal data notice

According to GDPR guidelines, we are only able to process your Sensitive Personal Data (racial or ethnic origin, political opinions, religious or philosophical beliefs, trade union membership, genetic data, biometric data, health, sex life, or sexual orientation) with your express consent. You will be asked to complete a consent form when you apply and please do not include any Sensitive Personal Data within your CV (although this can be included in your covering letter if you wish to do so), remembering also not to include contact details for referees without their prior agreement.



punchdrunk

punchdrunk.com

Saxton Bampfylde

LONDON

9 Savoy Street
London WC2E 7EG

EDINBURGH

46 Melville Street
Edinburgh EH3 7HF

saxbam.com

Partners in **Panorama** - Search around the world
panoramasearch.com