

SENIOR PRODUCER

ABOUT US

Queensland's premier arts festival, Brisbane Festival heralds the promise of play and celebration as it lights up the city each September in a blaze of colour.

We create extraordinary art and take up residence throughout the river city, atop iconic landmarks and deep into the suburbs. We host captivating live performances and installations from home and across the world. Our Festival reflects the diverse communities that give Brisbane its unique voice. We invite audiences to Be Bold with us, to expect art unexpected with open hearts and minds; to be entertained, inspired, and amazed.

Brisbane Festival acknowledges this country's First Nations people and with their leadership and guidance, we celebrate that deep cultural legacy. We create a rich multi-arts program made by and with our local Aboriginal and Torres Strait Islander communities.

Our artists, people and partners are ambitious and agile dreamers who make the impossible possible through passion, hard work, and care.

POSITION SUMMARY

Under the direction of the Program Director and in service of the Artistic vision set by the Artistic Director, the Senior Producer leads the delivery of delegated ticketed and presented works within Brisbane Festival's artistic program. The role focuses on venue-based productions, commercial outcomes, and company negotiations, ensuring projects are delivered to the highest artistic and operational standards.

The Senior Producer oversees artist, agent, and venue relationships, negotiates commercial and presenting agreements, and manages contracts, budgets, and logistics for delegated projects. As a senior member of the Programming team, the role contributes to programming decisions that support audience growth, box office performance, and long-term Festival sustainability.

A solutions-focused practitioner, the Senior Producer thrives in a fast-paced festival environment, mentoring Producers, Associate Producers and event staff, fostering a high-performing, collaborative team culture.

This is a full-time, 12-month contract commencing early to Mid-February 2026.

REPORTING

Reports to: Program Director

Positions reporting to the role: A Producer and Associate Producer role directly report to the role, with the potential for additional seasonal programming and event reports during the peak Festival delivery period (for example Front of House Manager).

COMMUNICATION

In respect to internal and external relations, the Senior Producer will:

- Report to the Program Director,
- Liaise with the Programming team and appropriate other staff members to carry out the role,
- Liaise with relevant external stakeholders as required,
- Provide the Program Director with a weekly report of developments and activities. This may take place in writing or in the form of a meeting.

ROLES AND RESPONSIBILITIES

With support from the Program Director, the Senior Producer will:

Program and Project Delivery

- Lead the planning and delivery of key festival projects across diverse art-forms, ensuring artistic excellence, operational efficiency and delivery within agreed timelines and budgets.
- Working with key Festival staff, review financial models and manage budgets for delegated events, productions and initiatives.
- Oversee processes that foster meaningful collaboration with artists, creative, partners and stakeholders.
- Working with the Program Manager, support the Program Director through stakeholder management, including reporting, grant development, acquittals and proposal preparation.
- Manage artist and venue engagements, including negotiations, contracts, schedules, logistics and production requirements.

Commercial Strategy and Revenue Outcomes

- Actively contribute to the commercial success of delegated projects by balancing artistic ambition with financial performance, ensuring programming decisions support box office, partnership and broader revenue objectives.
- Develop and monitor project-level commercial strategies in consultation with the Program Director, including ticket pricing structures, sales projections, and revenue risk management.
- Identify and cultivate commercially viable artistic partnerships and co-production opportunities that enhance audience reach, optimise resources, and support long-term financial sustainability.
- Work closely with Marketing, Ticketing and Development teams to align programming with audience development strategies, sponsorship objectives and earned revenue targets.
- Lead artist, agent and venue negotiations with a strong focus on achieving commercially sustainable outcomes, including favourable deal structures, cost efficiencies and revenue-sharing arrangements.
- Monitor and analyse sales performance and financial data throughout the delivery cycle, responding proactively to trends or risks through adaptive programming, marketing or operational strategies.
- Support the integration of sponsor and partner objectives within projects in a manner that enhances audience experience while delivering agreed commercial outcomes.

- Contribute to post-festival evaluation and reporting by assessing commercial performance against projections, identifying learnings to inform future programming and partnership strategies.

Operations and Logistics

- Oversee site visits, production schedules and event management planning to ensure safe, efficient and high-quality delivery.
- Coordinate with logistics teams on transport, resourcing, infrastructure and signage across venues and sites.
- Ensure compliance with all licensing, insurance and Workplace Health and Safety requirements for delegated projects.
- Support the integration of sponsor and partner activations in a manner that enhances audience experience and artistic outcomes.

Stakeholder and Team Management

- Build and maintain strong relationships with artists, agents, arts organisations, partners, suppliers and venues.
- Liaise with internal teams across technical production, marketing, development, ticketing and administration to ensure integrated and effective project delivery.
- Provide regular project updates and analysis to the Program Director, identifying risks, opportunities and outcomes.
- Lead, supervise and support direct reports and seasonal programming and event staff, embedding best practice and a collaborative team culture.
- As per Festival procedures, coordinate meetings and communication processes to ensure clarity and alignment across internal and external stakeholders.

SYSTEMS

In respect to systems use, the Senior Producer will:

- Utilise the organization-wide systems in accordance with policies and procedures provided.

WHS

In respect to Workplace Health and Safety, the Senior Producer will:

- Take an active role in effectively implementing Brisbane Festival's WHS policy.

RELEVANT ESSENTIAL EXPERIENCE

1. Senior Producing Experience

Demonstrated experience producing large-scale arts, festival or live performance projects, with responsibility for complex productions delivered on time, within budget and to a high artistic standard.

2. Commercial and Financial Acumen

Proven ability to develop and manage budgets, financial models and commercial strategies, including ticketing, deal structures and revenue forecasting, to support financially sustainable artistic outcomes.

3. Contract Negotiation and Management

Extensive experience negotiating and managing artist, agent, venue and supplier contracts, with strong attention to risk management, compliance and value-driven

outcomes.

4. Stakeholder and Partnership Development

Demonstrated capacity to build and maintain productive relationships with artists, arts organisations, community partners, sponsors and internal teams to deliver collaborative and impactful projects.

5. Leadership and Team Management

Proven experience leading, mentoring and supervising producers and project teams, fostering a high-performing, collaborative and best-practice working environment.

6. Project and Operational Management

Exceptional organisational skills with the ability to manage multiple concurrent projects, production timelines, logistics and competing priorities in a fast-paced festival environment.

7. Strategic Thinking and Communication

Strong strategic, analytical and problem-solving skills, with excellent written and verbal communication and the ability to report clearly on project, financial and operational outcomes.

HOW TO APPLY

Please apply via our [online application form](#) only.

Address your application to: Recruitment Manager.

For enquiries contact: Genevieve Trace - genevieve.trace@brisbanefestival.com.au

Please provide your CV including at least two referees, as well as a statement indicating how you meet the selection criteria listed. A cover letter is optional.

Short-listed applicants should be available for interview after the application closing date. All applications are strictly confidential.

APPLICATIONS CLOSE: 5:00pm on Sunday 1 February 2026

Research shows that while men apply to jobs when they meet an average of 60% of the criteria, women and other marginalised folks tend to only apply when they check every box. So, if you think you have what it takes, but don't necessarily meet every single point above, please still get in touch. We would love to have a chat and see if you could be a great fit.

Brisbane Festival is an equal opportunity employer committed to diversity in the workplace. Our vision is to have a team which reflects the breadth and diversity of Brisbane's population. Aboriginal and Torres Strait Islander People, LGBTQIA+, culturally and linguistically diverse applicants and people with a disability are encouraged to apply.

PRIVACY

The following is extracted from our Privacy Policy. If you wish to view the entire policy, please request a copy via the email address above.

3.3. Information for job applicants (including volunteers)

3.3.1. Collection of your personal information

If you are applying for a job with us, you may be required to provide us with certain personal information, including your:

Name; Residential address; Postal address; Telephone numbers; Email address; Employment history; Educational background.

in person, over the telephone, by fax or email, as part of, or in relation to, your job application.

In considering your information, we may also collect information about you from the referees you nominate in your application.

3.3.2. Use of your personal information

We will only use your personal information for the purposes of considering your application and, if successful, your employment.

3.3.3. Disclosure of personal information

In considering your application, it may be necessary for us to disclose some of your personal information to third parties to verify the accuracy of that information. We will disclose only such information as is necessary in the circumstances.