

**ART SG**

23 – 25 JAN 2026  
MARINA BAY SANDS  
SINGAPORE

FOUNDING AND  
LEAD PARTNER



**UBS**

## **JOB DESCRIPTION | ART SG HEAD OF PARTNERSHIPS**

### **JOB SUMMARY**

ART SG is seeking a results-focused, enthusiastic, Head of Partnerships to join the ART SG team. The Head of Partnerships will work closely with the Managing Director to develop a clear growth strategy for partnerships for the Fair. As the Head of Partnerships, you will be responsible for sourcing and securing new long term, sustainable partnerships. You will offer innovative and creative strategies that will integrate the partnerships into several aspects of the Fair. You will be a self-starting, energetic, autonomous and results driven manager that executes the role proactively and independently without assistance or prompting from the executive team.

To be successful in this role, you should have an understanding and experience in high-level partnerships as well as the ability to grow and develop an existing portfolio. A strong understanding of events is preferable but a demonstration of experience in a different field will be seriously considered. Strong verbal and written communication skills are essential as is excellent time and project management skills. Along with the relevant tertiary qualification, you will have highly developed interpersonal skills.

### **ABOUT ART SG**

As Southeast Asia's largest and most global art fair, ART SG is a dynamic platform showcasing visionary and exciting contemporary art from the region and around the world.

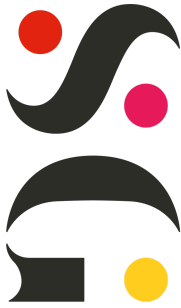
Following its well received and invigorating third edition, featuring 105 leading international galleries, and welcoming over 41,000 visitors from Singapore, Southeast Asia, Asia-Pacific and around the world, ART SG returns for its 2026 edition on 23 – 25 January 2026 (22 January VIP Preview and Vernissage), bringing progressive concepts and curation to the Singapore art landscape, within a fair of international standard and best practices while showcasing a unique cultural identity.

Located at the Marina Bay Sands Expo and Convention Centre at the heart of Singapore's financial district, the fair fosters artistic excellence and cultural dialogue across Southeast Asia and the broader Asia Pacific region. Differentiated from other art fairs, ART SG is geared towards the interests of the globally minded collector and aims to expand these interests by promoting new discourse and connections; encouraging cross-border collecting. ART SG will help galleries to broaden and deepen their networks, and make an impact within the city of Singapore and the wider Southeast Asia region.

With three different gallery sectors, GALLERIES, FOCUS and FUTURES, and two new curatorial initiatives SPOTLIGHT and FOCUS FIRST available for participation, the fair will showcase high quality international content alongside distinctive Southeast Asian contemporary art practice, creating a multi-faceted place of exploration for new and established collectors.

Alongside the galleries are curated sectors for contemporary video, installation art and performance as well as an ambitious program that includes engaging panel discussions, guided tours, educational workshops and an extensive VIP Program.

Supported by the Singapore Tourism Board and with UBS as its Lead Partner, ART SG has established itself as a must-attend art event and the perfect place to discover and collect modern and contemporary art.



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## KEY RESPONSIBILITIES

- Together with the Managing Director, develop a clear growth strategy for partnerships and targets
- Establish and lead a robust and comprehensive process through identification, assessment and execution of potential partnership opportunities
- Cultivate strong business relationships with key stakeholders, collaborating on corporate development opportunities, and building long-lasting partnerships
- Lead the relationship with existing partnerships for the 2026 Fair
- Understand and communicate market trends to identify future partnership opportunities
- Developing different commercial models to aid negotiation and deliver the best outcomes for the partnerships
- Ensure quality communication and clear processes and structures are in place to track and maintain new and existing funding partnerships
- Ensure that contractual commitments are met on both sides of the partnerships
- Build relationships with each department of the Fair to keep an ongoing flow of ideas that is aligned with the company's objectives

## KEY SELECTION CRITERIA

- Minimum bachelor's degree with a preference in a related discipline; A knowledge of contemporary art is preferred
- Minimum of 5-7 years' experience in sales, strategy and/or partnership roles, ideally within the events industry but strong experience in other industries will be seriously considered;
- Proven ability in managing relationships and contracts with external and high-level stakeholders
- Experience developing and maintaining funding partnerships
- Strong planning and time management skills, with the ability to manage competing tasks and work under pressure;
- Excellent interpersonal, communicative, consultation, and negotiation skills, with a working knowledge and interest in Singapore and Southeast Asia's contemporary art scene;
- Disciplined and resourcefulness, with the ability to think laterally and solve problems creatively;
- Ability to work independently and take direction as required;
- Proficient in Microsoft Excel, Word and Outlook

This is a permanent position, and we are seeking candidates who are available to start as soon as possible. Remuneration will be competitive and in line with the candidate's experience, and includes salary + sliding commission scale.

Candidates should submit a CV and a document addressing the Key Selection Criteria. Applications to Managing Director, Charles Ross at [Charles.ross@smelondon.co.uk](mailto:Charles.ross@smelondon.co.uk)