

## DIRECTOR - COMO NO & LA LINEA FESTIVAL

### ABOUT COMO NO & LA LINEA

Como No has been England's leading promoter of music from Latin America since the 1980s. We have presented hundreds of shows from pubs to The Jazz Café, Village Underground, Barbican, Royal Albert Hall and The O2 Arena. Our shows have helped define Latin music for generations and provided events for the burgeoning Latin American community as well as other Spanish and Portuguese speaking audiences and artists.

From Celia Cruz to Natalia Lafourcade and Buena Vista Social Club to Seu Jorge and Los Fabulosos Cadillacs we have created landmark events. Every April since 2001 we have produced La Linea – The London Latin Music Festival which has curated a series of debuts and new projects in venues across the capital and whose archive is a catalogue of achievements in new music since the millennium.

Our special projects have brought together new collaborations and created new definitions of Latin Music: from Mexrissey - which put the music of Morrissey and the Smiths through a Mexican musical filter for La Linea and then toured the world, to Tino Contreras' last ever show, at Frida Kahlo's Casa Azul during lockdown - which we streamed globally - to our instrumental role in developing the Latin big band New Regency Orchestra.

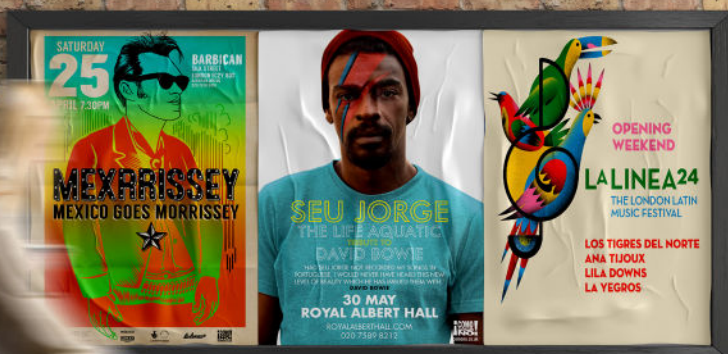
Our work has reinforced the musical bridge between Latin America and the UK which go back more than a century. We celebrate and advance opportunities for the creativity of Latin American Londoners and are one of England's main music promoters.

Since April 2023 Como No has been a National Portfolio Organisation supported by the Arts Council of England. Como No is transitioning to become a Not for Profit and our position as an NPO mean that we can plan confidently for the next few years.

### WHY WE NEED YOU

Como No's founding director Andy Wood is stepping down and is passing on the organisation's legacy of achievement and the flame to a new Director to run with.

We need you to take the organisation into its next stage and to create a new strategy for continued success for artists and audiences. We need a new director to write the future for Como No and La Linea.



## WHAT WE'RE ASKING OF YOU

- Direct, develop and oversee the year-round programme of activity of Como No and its annual event La Linea – The London Latin Music Festival.
- Programme and curate a series of 25–35 live music events (including La Linea shows) per annum. Presenting the best and most innovative aspects of music from Latin America, Spain and Portugal in London venues of all sizes from small clubs to the largest concert halls and arenas.
- Run the business of Como No & La Linea with financial and legal acumen, dealing with contract negotiations with artists, agents, managements and venues.
- Develop and oversee collaborative projects within Latin Music genres which take the music and its performers in new directions.
- Oversee and lead on marketing of Como No's activities.
- Cultivate and develop contacts with a wide range of Latin American music professionals throughout the world including in the UK.
- Work to expand and develop the audiences for the work of Como No and La Linea within England including developing touring projects.
- Use your entrepreneurial spirit and contacts to attract new supporters and funders.
- Represent Como No locally, nationally and internationally in forums and meetings.

## FRAMEWORK

The Director manages the organisation's Operations Manager to ensure that the Company's programme of activities happens on time, on budget and connects with audiences. The new Director will lead on the recruitment process for a new Operations Manager once in post.

The Director manages reporting of Como No's activities to the Arts Council as a National Portfolio Organisation.

The Director manages Como No's team of freelancers working in production management, social media and PR and sets goals for team members.

The Director reports to the Company's non-executive board of directors.

The critical responsibilities of this role are described above. They may be subject to reasonable changes from time to time in line with business need.



## ABOUT YOU

### Essential skills and experience

- Entrepreneurial self-starter with a proven track record of promoting excellence in music.
- Minimum of five years promoting and producing.
- Experience managing teams and organising large scale events to achieve profitable business.
- You'll also be someone who has excellent organisational skills, attention to detail, strong communication skills and be an empathic team leader.
- Deep knowledge of and good contacts in contemporary popular and traditional music of Latin America, Spain & Portugal.
- Fluency in spoken and written English language.

### Desirable (but not essential) skills and experience

- Spanish and/or Portuguese speaker.
- Understanding of not for profits.

## DIVERSITY AND INCLUSION

We are committed to recruiting a workforce that reflects the population and will prioritise applications from historically under-represented people in particular people of Latin American heritage and including from black and minority ethnic backgrounds, LGBTQ+ people, people with disabilities, those from working class backgrounds, state school educated and people who have experienced forms of exclusion or marginalisation.

## TERMS AND CONDITIONS

**Contract:** Permanent

**Hours:** 37.5 hours per week. We are open to job share applicants and proposals for 0.8 FTE.

**Annual Salary:** £45,000

**Reports to:** Non-Executive Board

**Holidays:** 27 days per year, plus eight bank holidays. Como No also shuts between 25 - 31 December, and that won't count towards your 27 days of Annual Leave.

**Location:** Hybrid, with a minimum of one day per week working from a London office. Must be in London for the majority of April each year for La Linea. Some nationwide and international travel expected for events (expenses covered for events outside London). After passing probation, up to six weeks 'super remote' working per year, where you can work anywhere in the world as long as you're online for four hours of the UK work day.

**Benefits:** Professional development budget.

**Right to Work:** All applicants must have the right to work in the UK.

## HOW TO APPLY

Please send a cover note and CV to [info@comono.co.uk](mailto:info@comono.co.uk) with the subject line **Application – Director**. Your CV (max two pages) needs to include the names and email addresses of two referees. Your cover note should answer the following questions and be no longer than two A4 pages:

- 1. Why do you want to be Director of Como No & La Linea Festival?**
- 2. Give examples of how you meet the skills and experience set out in this Job Description.**
- 3. We kindly ask you to complete our Equal Opportunities Form to make sure we can continue to be as fair and inclusive as possible. All responses are optional and anonymous.**

**Application deadline:** 8am Wednesday 24 January 2024. **First-round interview:** 5 February.