

A man and a woman are shown in a close, intimate embrace, nearly kissing. The man is on the left, and the woman is on the right. They are both looking down with their eyes closed. The woman is wearing a patterned top. The background is dark and moody.


INDOOR

ONE HUNDRED

SENIOR PRODUCER

JOB PACK

AUGUST 2023

A person with a shaved head, wearing a shimmering blue sequined dress, is shown in profile, holding a bouquet of pink flowers. They are standing in a room with patterned wallpaper. In the background, a large mirror reflects the person and a vase of pink flowers on a dark wooden table. The lighting is dramatic, highlighting the sequins and the flowers.

For seventeen years the team behind ONE HUNDRED has worked at the cutting edge of live entertainment, pioneering groundbreaking forms, leading the way globally in immersive theatre and creating work that continues to redefine the genre.

We place our audience at the centre of our work, changing the way stories are told and encountered, crafting powerful and emotive experiences for all who enter our transformative worlds.



CREATORS OF IMMERSIVE WORLDS

We fuse our team's individual artistic expertise into entire theatrical ecosystems, conceiving and building sensorial landscapes where narrative, character, design, sound, light and scent combine to create powerful, enriching audience encounters and a rush of sensory engagement.

Our audience metamorphose into explorers - active protagonists - both losing and discovering themselves. Choosing each mesmerising moment within our intricate, physical worlds, culminating in unique, awe inspiring experiences that audiences choose to return to, again and again.



PARTNERING WITH VISIONARIES

At ONE HUNDRED, the spirit of collaboration sits at the heart of our culture, our people and our partnerships.

Our bespoke collaborations form lasting bonds, moving far beyond the traditional transactional exchange and into breathtaking experiences.

Within our immersive landscapes we free consumers of constraints, allowing them to feel more deeply, to connect more powerfully and to experience more freely.

By weaving the narrative of the experience in symmetry with a brand's assets, essence, values and voice, a powerful mouthpiece is created through which to connect, excite and impact.

Within our collaborative partnerships we have realised the most maverick of concepts and brought the incredible and unthinkable into actuality.

GUCCI


VALENTINO




Alibaba.com

不眠之夜
SLEEP NO MORE


THE
WOOLMARK
COMPANY

STELLA McCARTNEY

天猫
TMALL.COM

太古汇
TAIKOO HUI


THE McKITTRICK HOTEL
HOME OF SLEEP NO MORE

MOSCHINO

MYTHERESA

Bund 18
外滩十八号

MARIE
DALGAR


SMG LIVE
上海文广演艺集团

CAPTIVATING GLOBAL AUDIENCES

Working across three of the globe's preeminent pioneering cultural cities - Shanghai, London and New York - ONE HUNDRED are poised to bring our brand of electric performance, theatrical innovation, and sensorial immersion to a international audience.

ONE HUNDRED boasts a stellar network of associates in every field of the immersive arts, allowing us to build bespoke, world class teams; fusing the collectives individual artistic and technical expertise to excel the needs of any project.

With a deep understanding of how cultural tastes and expectations modulate between territories, ONE HUNDRED manifest the perfect offering for the projects designed audience.



PRAISE FOR ONE HUNDRED

“Mysterious and enchanting, the audience is endowed with the power to create their own unique story. To create such an exquisite performance in a commercial space is unprecedented”

好戏 Hao Xi | The Ten Gifts, Taikoo Hui

“A vitality that’s beyond what you’ve experienced or imagined.”

Elle | The Box, Valentino

“Hugged by a stranger, I cried... an unforgettable journey.”

VISION | Lost In Play 2, Marie Dalgard

“An unpredictable adventure. A moment of pure flow - letting go of everything and just being with nature.”

NOWNESS | The Woolmark Company

“Like stepping onto a movie set with all the fun and freedom of an explorer.”

澎湃新闻 The Paper | Narcissus, SMG Live

“Why does it feel like déjà vu? Only those who were there can make sense of this mysterious and profound experience.”

Harper’s Bazaar | Smoke & Mirrors, Bund 18



SENIOR PRODUCER

In this dynamic phase of ONE HUNDRED's journey, we're actively searching for a Senior Producer to join our core production team. The Senior Producer is responsible for overseeing multiple creative projects, ensuring alignment with strategic and artistic objectives while achieving commercial success. With adept management skills across a variety of projects at different development stages, the Senior Producer collaborates seamlessly with both internal teams and external partners, carefully balancing project requirements, budgets, and timelines while upholding ONE HUNDRED's distinct creative vision.

Part of the Senior Management Team, this role is pivotal in guiding company-wide operations, shaping the trajectory of future projects and the success of the company.

Responsible to: Executive Producer

Responsible for: Line producers, production managers, creative & technical teams

Works closely with: Artistic Director, Creative Director, ONE HUNDRED finance, HR and legal teams



Role and Responsibilities

Key Responsibilities:

- Collaborating seamlessly with and guided by the Executive Producer, the Senior Producer takes charge of overseeing and leading the complete progression of varied projects. This spans from project proposal through development, pre-production, active phases, and culminating in eventual project closure.
- In collaboration with the Executive Producer, the Senior Producer plays a significant role in the operation of the company, establishing systems, processes, documentation and procedures for the day to day administration of the company, working to ensure commercial and artistic success for the company operation on a long-term basis.
- The Senior Producer brings forth substantial marketing and communications expertise, which plays a pivotal role in bolstering existing and upcoming ONE HUNDRED projects.

Early Life Project Delivery:

- Collaborate with the Executive Producer and Artistic Director from the project's inception to shape project proposals, which may include, but not be limited to: a full production budget, a financial structure for the project, any third party arrangements including proposed heads of terms, a creative outline, a provisional full design, technical specifications, a detailed production schedule, a performance / running schedule, etc.
- Work alongside support teams to create well-defined commercial and production strategies, including staffing, for the identified projects.
- Align creative vision with clear commercial boundaries in conjunction with the Executive Producer and Artistic Director to guide development.
- Supports communication with potential partners and clients, managing and developing existing partnerships.
- Evaluate and anticipate vendor needs and working to proactively address any potential project issues.
- Develop funding plans with the Executive Producer, determining the best funding or investment approach. Handle negotiation with commissioning parties for commissioned work and, where applicable, lead efforts to secure project funding, including investments and sponsorships.

Marketing & Communications:

- Develop project-related marketing and publicity plans, strategies, and promotional campaigns that align with ONE HUNDRED's overarching marketing and communications approach while meeting project needs.
- Manage marketing and communications functions, including overseeing personnel and external consultants.
- Assist in the marketing efforts of ONE HUNDRED, contributing to the organization's promotional endeavors.

Producing:

- Lead on projects with overall responsibility for project success, aligning both commercial and creative outcomes with organizational objectives.
- Collaborate closely with Artistic Director and project creatives to ensure seamless integration of creative vision within budgetary and technical constraints.
- Recruit and manage essential project personnel, including Line Producers where necessary.
- Skillfully negotiate key contractual matters, with legal counsel support, including Option and License Agreements, Freelancer and Contractor agreements, as well as Co-Production agreements.
- Collaborate closely with the Executive Producer to manage all financial aspects throughout the project lifecycle, including budget formulation, expenditure tracking, and payment supervision.
- Problem solve, addressing challenges specific to each production phase effectively.
- Identify, assess, and mitigate project risks, seeking expert support as required.
- Collaborate with senior management and external consultants to ensure compliance with regulations, codes of practice, and health and safety laws.
- Uphold industry-leading standards, reflecting the ONE HUNDRED brand reputation for excellence.
- Oversee project conclusion, encompassing contract closure, final asset delivery, and fulfillment of all legal obligations.

Senior Management Team Involvement:

- The Senior Producer actively participates in the weekly Senior Management Team (SMT) Meeting, led by the Executive Producer, to gain a holistic understanding of ongoing creative projects.
- Provide clear updates on the status of development on ongoing projects.
- Share valuable insights and lessons learned from projects and marketing experience, thereby bolstering all company initiatives.
- Foster collaboration by encouraging input from fellow team members to enhance all ONE HUNDRED projects.
- Offer unique perspectives and address matters concerning broader company issues when relevant.
- Develop and supervise strategic, administrative and general management components for day-to-day company operations.
- Collaborate closely with the Executive Producer, Artistic Director, and Creative Director to proactively explore and pursue new opportunities, especially in China, harnessing external interest for the organization's benefit.

Person Specification

Essential Skills:

- **Collaborative Relationships:** Thrives in collaborative environments; values diverse opinions and encourages open discussions where every voice is valued.
- **Leadership of High-Performing Teams:** Fosters an environment that inspires individuals to deliver their best; proactively addresses challenging conversations with team members.
- **Effective Project Management and Administration Skills:** Accurately assesses project complexity and duration; defines objectives and constructs compelling development plans; designs task schedules; evaluates outcomes.
- **Skilled Negotiator:** Demonstrates adept negotiation skills with both internal and external stakeholders; quickly grasps the context and navigates to optimal outcomes while nurturing positive relationships.
- **Proficient Problem Solver:** Exhibits adaptability and flexibility, applying various approaches to resolve intricate problems effectively; seeks answers from diverse sources; uncovers hidden issues and delves beyond obvious solutions.
- **Confident and Adaptable:** Successfully adapts to change; transitions seamlessly between tasks; makes decisions and takes action even in uncertain situations; confidently manages risk and unpredictability.
- **Partnership Management Expertise:** Earns trust and support effortlessly; swiftly establishes rapport using diplomacy and tact; cultivates and maintains diverse partnerships and networks.
- **Language:** High-level proficiency in both English and Chinese, both in speaking and writing. Proficient copywriting and deck presentation skills.
- **Software:** IT literate with a strong working knowledge of Microsoft Office and Google Workspace suite.

Experience:

- Demonstrated experience of at least five years in a producing role within the creative industries.
- Substantial experience in curating and producing a wide range of projects across theatre, visual arts, gaming, or immersive experiences, showcasing high-production values.
- Proven capability to lead projects from initial planning through development and delivery, working collaboratively with multiple partners.
- Proficiency in drafting and negotiating contracts, as well as managing royalties.
- A history of effectively managing significant and intricate budgets.
- Successful track record of managing multiple, complex projects with varying deadlines.
- Experience working closely with production and technical individuals/teams to ensure seamless execution.
- Demonstrated ability to negotiate and manage partnership relationships effectively.
- Proven capability in effective line management and leading project teams.
- Experience in contributing to the creative development of new work, adding value as a producer.
- A deep understanding or interest in immersive experience and ONE HUNDRED's work.

Terms of Appointment

- **Salary:** A competitive salary will be offered, commensurate with the candidate's experience and qualifications.
- **Location:** The role will be situated in the heart of Shanghai, China. The nature of the role might necessitate domestic and international travel on a project-specific basis.
- **Contract Type:** This position offers a full-time, permanent contract.
- **Working Hours:** The standard work week consists of 40 hours. Given the dynamic nature of the role, occasional evening or weekend work may be required.
- **Probation Period:** A three-month probation period will apply, during which either party can terminate the contract with a notice period of four weeks. Following successful completion of the probation period, the notice period extends to three months.

How to Apply

To apply, please submit a cover letter that addresses the following points:

Interest in the Role: Explain your interest in the Senior Producer role at ONE HUNDRED and how your background aligns with our mission and projects.

Key Experience: Highlight your relevant experience related to the responsibilities outlined in the position description.

Additionally, please include your comprehensive CV, detailing your past employment history and qualifications.

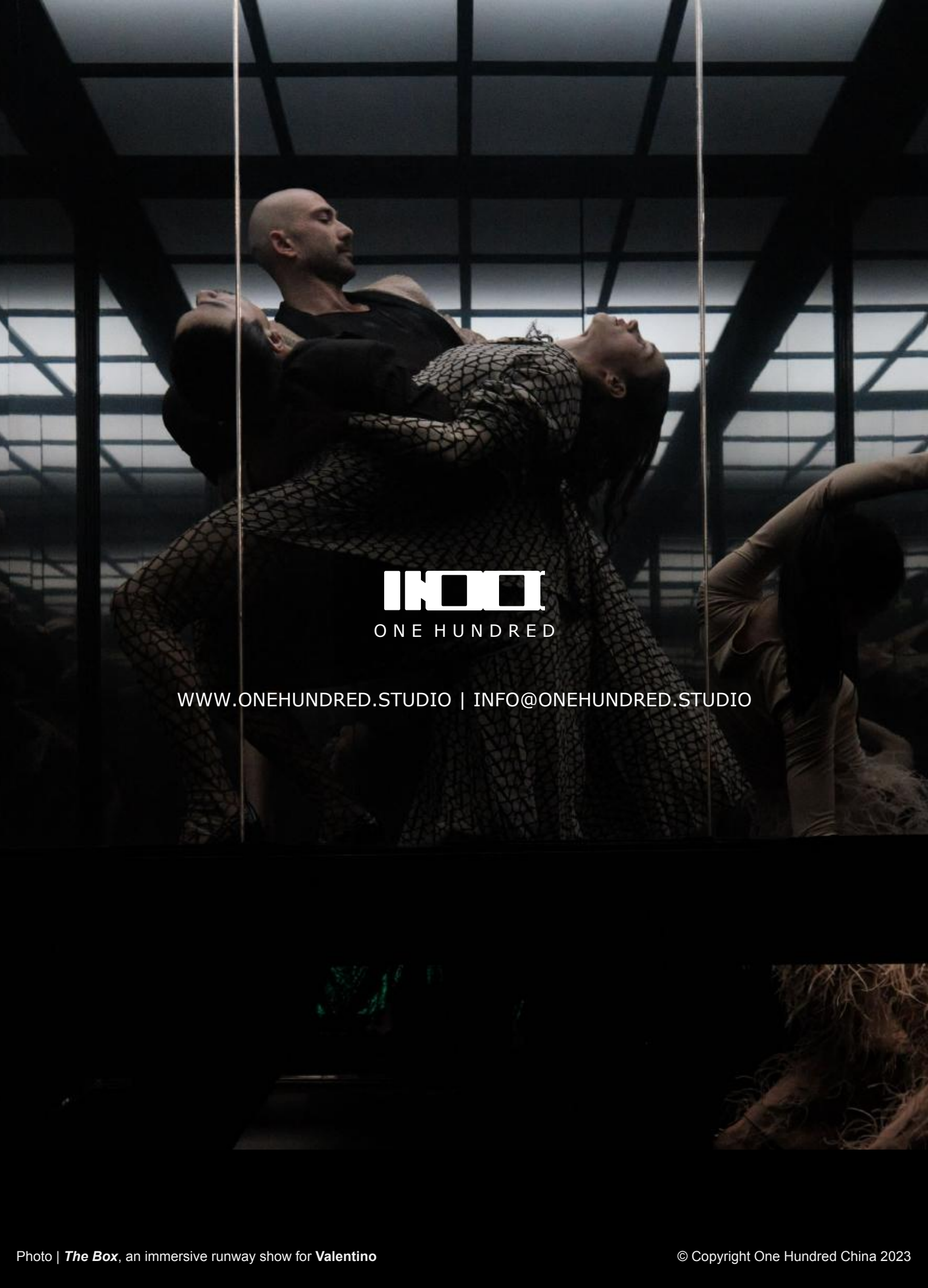
Kindly send your application to info@onehundred.studio with the subject line "Full Name - Producer Application".

Application Deadline, Friday 1st September.

First round interviews, Week commencing September 4th

Second round interviews, Week commencing September 11th.

Please do let us know within your application if you are not available on these days for an interview.



100

ONE HUNDRED

WWW.ONEHUNDRED.STUDIO | INFO@ONEHUNDRED.STUDIO