

Fogo Island Workshops

Who We Are

Shorefast is one of North America's most creative and notable social enterprises and the charitable organization behind the world-renowned Fogo Island Inn and Fogo Island Arts. Shorefast's work has garnered significant international interest including a feature on 60 Minutes and named in The New York Times' 52 Places for a Changed World.

Shorefast is committed to building economic and cultural resilience on Fogo Island while making it possible for local communities to thrive in the global economy; we are forging a new path at the intersection of business, philanthropy, and community economic development.

The Opportunity

As Architecture & Design Guide, you will bring life to the deep cultural stories embedded in our work to visitors to the Fogo Island Inn and support outreach and engagement to the design community, and partners in the world off-island. In doing so, you will drive sales of Fogo Island Workshops and its partners and help create sustainable economic opportunities while enhancing guest experience.

The Guide will create and lead insightful and engaging experiences for guests and visitors that foster a deep appreciation for the aesthetic and design elements, historical context, and creative inspirations. They will foster natural relationships and identify guest needs and interests and shepherd sales opportunities to Fogo Island Workshops team to execute and manage the sales process.

When not hosting and leading experiences on-island, the Guide will help support building and maintaining relationships with clients, architects, designers elsewhere, and help support current and onboard new partners for distribution or collaboration.

The position is based on Fogo Island and reports directly to the Vice President of Fogo Island Workshops and works closely with Director of Operations at the Fogo Island Inn.

What You'll Do

- Contribute to experience development Fogo Island for guest experiences relating to Fogo Island Inn Design & Architecture, Fogo Island Workshops Process and Bespoke Offerings, and Community Heritage Design.
- Lead guest experiences as above.
- Interact with guests, customers, facilitate discussions, and answer questions regarding tour information and / or Fogo Island Workshops while creating a welcoming and informative atmosphere.
- Identify opportunities for Fogo Island Workshop offerings and help convert into sales.
- Train relevant Shorefast colleagues on products and sales execution as it relates to Fogo Island Workshops offerings and maintain visual standards of Front Room and Front Desk display.
- Assist in the development and organization of annual Fogo Island Workshops events, as well as client, partner, or customer visits.
- Assist in Architecture & Design Channel development including research on firms, inputting information in database (CRM or otherwise), contributing to outreach strategies, and /or connecting with key stakeholders.

- Support onboarding of new distribution partners by uploading info and assets to their platforms, helping train their teams and supporting Marketing initiatives, and other relevant tasks.
- Support partnership activation by being central Fogo Island Workshops on-island central contact point.
- Other responsibilities, as necessary, to enhance the guest experience or develop business.

Qualifications you'll bring

- A passion for art, design, and architecture.
- Demonstrated knowledge in the context of Fogo Island and the broader world.
- Must be able to communicate effectively and elegantly, both orally and in writing.
- Must have the ability to develop and deliver experiences and content in varying formats.
- Demonstrates positivity, an outgoing nature, ambitious in approach, and able to build relationships with ease.
- Must have a valid Canadian Driver's License.
- Valid passport as travel may be required.
- Ability to work a flexible schedule.

What we offer

- Competitive Salary
- Health & Dental benefits
- Housing assistance
- Training and development opportunities
- Dining & Discount perks
- A dynamic culture that encourages and rewards the entrepreneurial spirit

To Apply:

Submit a cover letter and resume to careers@shorefast.org, subject line "Art, Architecture & Design Guide".

Deadline for Applications: **Until Filled**. We are grateful for all applications but only those selected for an interview will be contacted.

Questions about this position may be directed to: careers@shorefast.org.

About Shorefast: www.shorefast.org