

COLLECTIVE HUB

Collective Hub
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collectivehub.com

Partnerships Account Executive Full Time// Sydney, NSW

We're looking for a junior to mid-level sales superstar to join our ever-growing team at Collective Hub.

Collective Hub is a multimedia brand that encompasses engaging print and digital content, bespoke events, strategic collaborations and unique product extensions. It started with a print magazine, now distributed into 37 countries, and was founded by the vibrant, game-changing entrepreneur Lisa Messenger with a vision to uplift and empower people to live their lives to the fullest.

Offering a fresh perspective on the issues that matter most, Collective Hub covers business, design, technology, social change, fashion, travel, food, film and art. Through an equal dose of inspiration and action, we're all about creating and celebrating a global community of dreamers and doers.

More on the role:

Your core responsibility will be to generate revenue by sourcing and securing advertisers across the print magazine, online, social, event activations, books sales, bespoke content creation, products and any other properties that we develop as a brand.

You will be expected to achieve and exceed set targets as agreed with the Head of Partnerships.

These include...

- Working towards and achieving advertising revenue targets, including working collaboratively to assist other team members with their pitches and pressing deadlines
- Conducting research to source potential advertiser leads
- Contacting and meeting new and potential advertisers - both direct brands and media agencies - to discuss the benefits of advertising within the publication and to secure their business
- Liaising with advertisers to obtain feedback on campaign statistics and performance
- Maintaining regular contact with existing advertisers to update them on available advertising and marketing avenues and encourage repeat business
- Ongoing client relationship management and problem resolution
- Updating sales reports and inputting data into Salesforce daily
- Meeting and complying with key performance indicators

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- Proposing digital strategies/ executions to secure new advertisers
- Associated administration and liaison tasks.

Essential skills and attributes:

- Experience in a publishing production environment
- Proven track-record in sales and ability to exceed set targets
- Exemplary relationship management and building skills
- Ability to juggle multiple advertisers, suppliers and tasks
- Maintain your already existing advertiser relationships
- Excellent initiative with the ability to spot issues early on and deal with them before they become insurmountable
- Strong budget management with the ability to recognise profit and reach targets
- Communication is everything, so superb written and verbal communication skills are a must-have
- Confident with a range of Microsoft office suits and programs.
- Innovative spirit and resourceful lateral thinking
- Strong attention to detail
- Proactive approach to the role with proven problem solving skills
- Enthusiastic attitude with high levels of motivation and energy
- Have a clear, logical approach to work
- Propensity to improve and streamline procedures where possible
- Ability to prioritise, meet changing deadlines and complete projects with limited supervision
- Discernment to handle sensitive information in a confidential manner

And most of all, love what you do and do it well!

Want to join the team?

Send your cover letter and CV, along with any supporting information you deem helpful, to careers@collectivehub.com

We hire with our overall culture in mind and always appreciate extra effort and creativity in applications.

Good luck!