

COLLECTIVE HUB

Collective Hub
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collectivehub.com

National Partnerships Account Manager Full Time// Sydney, NSW

You'll be an experienced business developer and relationship builder, with a proven track record across digital and print. As a sales superstar, you'll bring a strong pre-existing contact base of both agency and direct brand relationships.

Using the full range of Collective Hub's assets across events, print, online and social media, content creation, books and speaking engagements; you'll source, position and secure valued partnerships and will be confident in your ability to meet and exceed individual targets and KPI's.

As our National Partnerships Account Manager, you'll be a self-starter who can hit the ground running from day one, be highly passionate about our brand, our offerings, as well as being well-versed in the industry and leading with innovative ideas within the arena.

Sitting within an ever-growing team, you will be a very valued member of a high performing, hardworking, energetic and diverse team who are passionate about what they do – and have a lot of fun doing it.

More on 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. Combining style and substance with a fresh perspective on the issues that matter most, Collective Hub covers business, design, technology, social change, fashion, travel, food, film and art.

More on your new role:

No day or week will ever be the same at Collective Hub however your primary responsibility in this role is to generate revenue by sourcing and securing advertising across print, digital, events and all Collective Hub owned assets.

- Meeting and exceeding both individual and team targets on a quarterly basis as agreed with the Head of Partnerships;
- Conducting regular meetings each week across both agency and brand direct to build and maintain new and pre-existing brand partnerships;
- Producing proactive pitches each week to ensure an adequate future pipeline;
- Working with the team to continuously produce quality brief responses, efficiently and to deadline;
- Drive agency relationships and awareness of the Collective Hub offering via your pre-existing strong relationships, both within your own path and across the partnerships team;

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- Be confident in your responses, knowledge of the market and command of client communications, enabling you to work autonomously;
- Liaising with advertisers to obtain feedback on brief responses and report-back on all campaigns to maximise repeat business, and implementing these changes across the business;
- Working direct with the Head of Partnerships to develop strategies and new offerings across all Collective Hubs asset that are in-line and ahead of market trends;
- Consistently and proactively driving new revenue opportunities;
- Day-to-day education and issue resolution with the wider team, particularly within the Partnerships team;
- Day to day assistance of the team and stepping in for support in the training and sales development of all team members where needed;

Essential Requirements:

- Proven track record of high sales achievements and ability to meet and exceed targets;
- Examples of creative campaigns that you have worked in the past, currently in market;
- Exemplary relationship management skills;
- Existing & strong advertiser relationships, particularly with agencies;
- Strong budget management with the ability to recognise profit and reach targets;
- Ability to juggle multiple advertisers, suppliers and tasks;
- Experience in the digital environment, print and events will also be regarded favourably;
- Excellent initiative with the ability to spot issues early on;
- Excellent written and verbal communication skills;
- Innovative spirit and lateral thinking;
- Enthusiastic attitude with high levels of motivation and energy;
- Strong attention to detail and a proactive approach to the role with proven problem solving skills;
- Ability to work across all relevant suites and programs associated with prop creation – i.e. Word, Powerpoint, Salesforce etc.
- Ability to make interstate trips and attend night-time/weekend events on occasion;

Competencies:

- Strong customer focus
- Attention to detail
- Strong communication skills, both written and oral
- Solid management of conflicting priorities and stakeholder needs
- Ability to question the status quo and “the way we do things here”
- Ability to look at the big picture
- Ability to manage multiple activities and stakeholders simultaneously
- A great attitude and desire to be a contributing member of a strong, collaborative team
- Strong motivation, self-starting approach
- Excited by challenge, the ability to problem-solve and perform under pressure against tight deadlines

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- Pride in work – a sense of ownership and accountability over assignments and responsibilities
- Passionate and excited about being part of Collective Hub

Valid NSW drivers license and some interstate travel is required for this role.

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!