

COLLECTIVE HUB

Collective Hub
P: +61 2 9699 7216
collectivehub.com

Partnerships Account Manager Full Time// Sydney, NSW

We're looking for exceptional partnership account managers to join our thriving sales team.

A unique opportunity exists for an experienced partnerships manager to the team at Collective Hub, working across all our exciting platforms: including but not limited to digital, print, events, published books and social.

You will have both digital and print experience, a solid understanding of the media landscape, are a driven self-starter who is professional, loves creating new business opportunities, can work autonomously but also as an integral part a part of small, is fun, hard-working and confident in your ability to meet and exceed individual targets and KPIs.

You will have existing industry contacts, be adept at pitching to both clients and agencies, have the ability to see campaigns through to completion, are strategic by nature and have exceptional communication skills.

This exciting role will be challenging but extremely rewarding where you'll source, position and secure valued partnerships. You'll be within a fun, supportive and professional partnerships team, working for one of the most open-minded, progressing and innovative organisations in the media landscape today. There is ample opportunity for job growth, personal development and cross-departmental up skilling.

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, but your primary 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. You'll be planted within a supporting, open-minded and fun sales team, whereby you will:

- Be expected to achieve and exceed set targets as agreed with the Head of Partnerships.
- Work collaboratively to assist other team members with pitches and pressing deadlines if time permits
- Conduct research to source potential advertiser leads

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- Contact and meet both new and potential advertisers, including both direct advertisers and agencies, to discuss the benefits of advertising within the publication and to secure their business
- Liaise with advertisers to obtain feedback on campaign statistics and performance
- Maintain regular contact with existing advertisers to update them on available advertising and marketing avenues and encourage repeat business
- Manage ongoing client relationships and problem resolution
- Regularly updating sales reports and inputting data into SalesForce
- Meet and comply with key performance indicators (KPIs)
- Propose digital strategies/ executions to secure new advertisers
- Undertake any administration or liaison tasks as required

Essential skills and attributes:

- 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
- Some existing advertiser relationships
- Experience in a publishing production environment
- 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
- Innovative spirit and resourceful, lateral thinking
- Accountability and initiative associated with reaching KPIs (KPIs to be outlined in further detail once on board)
- 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
- Strong written and verbal communication skills
- A good understanding and level of confidence with a range of Microsoft office programs
- Have the ability to prioritise, meet changing deadlines and complete projects with limited supervision
- Have a clear, logical approach to work
- Be confident in handling sensitive information in a confidential manner
- 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!