

COLLECTIVE HUB

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

Partnerships - Digital Account Executive Full Time// Sydney, NSW

We're looking for a sales savvy superstar ready to take that next step and join our team at Collective Hub as our Partnerships - Digital Account Executive.

Collective Hub is a multimedia brand that encompasses engaging print and digital content, bespoke events, strategic collaborations and unique product extensions. Founded by the vibrant, game-changing entrepreneur Lisa Messenger with a vision to uplift and empower people to live their lives to the fullest.

More on the role:

As our Partnerships - Digital Account Executive, you'll deliver market leading digital and integrated platform solutions while ensuring great service and results for our customers, be excited and driven by emerging trends and technologies and you'll love the buzz of selling and smashing targets. You'll have the opportunity to develop your skills, be part of a strong, focused team and gain so much experience at this multi-faceted thought-leading company.

You'll be...

- Achieving and exceeding targets by proposing digital strategies/executions to secure new advertisers
- Maintaining strong relationships with existing clients & customers
- Updating our CRM (Salesforce experience a plus)
- Meeting and complying with key performance indicators
- Conducting research to source potential advertiser leads
- Loving what you do!

Essential skills and attributes:

- Have a clear understanding of the media industry and its buying models
- An ability to quickly comprehend and professionally represent our brand in market
- A proven track-record in sales and ability to exceed set targets (min 2yrs sales experience)
- Exemplary relationship management and building skills along with negotiation know how
- Knowledge and experience in developing and/or running digital media strategies across display media, native advertising, social media & programmatic
- Experience in digital media planning
- Communication is everything, so superb written and verbal communication skills are a must-have

- A proactive, problem solving and enthusiastic attitude with high levels of energy and positivity
- Excellent initiative, resourceful lateral thinking and strong attention to detail
- Confident with a range of Microsoft Office suits and programs
- Be organised, motivated and always improving

Want to join the team?

Send your cover letter and CV, along with any interesting information to help you stand out from the crowd to Aimee Sommen at careers@collectivehub.com with **'Digital'** in the subject.

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

Good luck!

****Only successful applicants will be contacted for interviews****