

COLLECTIVE HUB

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

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

We're looking for a sponsorship focused superstar to join our team at Collective Hub as our Partnerships - Sponsorship 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:

Your core responsibility will be to generate revenue through the sale of sponsorship packages for Collective Hub events by targeting various companies, organizations and associations. You'll create sponsorship packages according to client specification whilst thinking outside the box by identifying and generating new leads in unaccustomed markets.

You'll have the opportunity to develop your skills, be part of a strong, focused team and gain experience at this multi-faceted thought-leading company. You will also be expected to achieve and exceed set targets as agreed with the Head of Partnerships.

You'll be...

- Securing new business sponsorships by regularly contacting and meeting potential clients (direct brands, organisations and agencies)
- Crafting proposals in a clear and compelling manner
- Maintaining regular contact with existing clients to update them on available sponsorship avenues, encourage repeat business and obtain feedback on campaign statistics and performance
- Working towards and achieving targets, including working collaboratively to assist other team members with their pitches and pressing deadlines
- Updating our CRM (Salesforce experience a plus)
- Meeting and complying with key performance indicators
- Conducting research to source potential leads
- Loving what you do!

Essential skills and attributes:

- Recognised experience in sponsorship activation (industry knowledge not a requirement)
- Proven track-record in sales and ability to exceed set targets

COLLECTIVE HUB

- Strategic in approach and driven to succeed
- Exemplary relationship management and building skills along with negotiation know how
- Existing client list and strong relationships are a plus
- Communication is everything, so superb written and verbal communication skills are a must-have
- Strong budget management with the ability to recognise profit and reach targets
- Ability to juggle multiple clients, suppliers and tasks
- 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 **'Sponsorship'** 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****