

COMMERCIAL PARTNERSHIP MANAGER AMSTERDAM

9024 media is a worldwide leader in media partnerships: bringing together sport talents, the coolest brands and e-commerce. This position of Commercial Partnership Manager is a challenging job in an even more challenging and ambitious field. Do you qualify as top sales? Are you able to open those doors that are really stuck? Are you able to create and combine partnerships, collaborations, and creative ideas? Then find out more about this position and find out if we could be a match!

As a Commercial Partnership Manager your primarily task is to generate new business. The company targets and KPI's will define your goals. You will attract brands to work with us to boost their social campaigns and reach a wide audience. You will develop sales strategy and together with your colleagues from the Creative and Data department you create the perfect pitch presentation. You will be working with A level brands a create and develop the greatest campaigns for them and help them further with their marketing challenges. Your never-ending energy and will to win helps you to be successful and close deals. You will get a lot of energy back from the driven and professional colleagues and customers you will be able to work with.

To be successful in this position you qualify as a top salesperson. Meaning you have a demonstrative track record of sales success where you created business from scratch. You have a constant focus on your goals and always find a way to achieve your goals working with your personal skill set.

To be concrete:

- Pro-actively source and engage potential partners on behalf of 9024 clients and products across a range of categories and geographies.
- Build sales strategies for prospects including identifying key decision makers and developing bespoke marketing messages which will best represent clients in market.
- Work with support teams, including Data and Creative, to ensure best-in-class bespoke presentations and approach methods are used for each prospect
- Ensure that contact databases of target companies are maintained and used for intelligent CRM
- Attention to detail in the management of a scientific sales process and pipeline, to help achieve client objectives and revenue targets
- Identify, evaluate, and recommend new platforms and innovations for clients, partners, and general income generation
- Act as an ambassador for 9024 by attending industry events and partner meetings, publicly representing the values of the brand

Required skills and experience

- You will currently be successfully performing in a sales role or demonstrate an excellent track record of success in your current field of work with the ability to adapt to sponsorship & social media sales quickly
- Proven and consistent track record of securing significant sponsorship or relevant B2B solution revenues within timescales
- Negotiated high-value, complex, commercial contracts
- Excellent network with brands; this person will be able to call upon an extensive list of international contacts
- Significant experience working in a commercial and client facing role
- Track record of developing creative solutions and strong new business proposals
- Experience of calling, pitching to and building relationships with C-suite execs and board members across a variety of sectors and regions
- Well-grounded in leading direct sales negotiation processes
- Experience working across different countries, cultures, and time zones
- Fluent Dutch and English speaking and writing

We offer

- A beautiful working space based in the town centre of Amsterdam overlooking the canals and close to all the Amsterdam hotspots
- To work with world class sport talents and influencers
- Flexible working hours being divided between the Amsterdam office and home
- Catered lunch when in the office
- Travel abroad
- Frequent company and team outings
- Competitive Salary & Bonus Structure
- MacBook Laptop
- Mobile phone allowance
- Travel allowance

To apply send your CV and cover letter to career@9024media.com with the subject field: 'Customer Partnership Manager application'

To find out more about us visit: www.9024media.com

