



Commercial Development and Partnerships Executive

Job Description

We are looking for a Commercial Development and Partnerships Executive to assist in the development of new commercial partnerships and account-manage some of the existing partnerships we have at Outdoor Swimmer.

Your role will play a major role as Outdoor Swimmer continues to grow and maintains its position as an influential source of information to the outdoor swimming community.

Responsibilities

- Remain in close communication with clients to comprehend their needs and specifications
- Listen to suggestions and wishes of clients and direct them to the appropriate people inside Outdoor Swimmer
- Learn about the clients' industry and business activities to suggest more personalized solutions
- Liaise with clients to organize promotional events or decide on advertising material that suits their profiles and goals
- Collaborate with colleagues to design creative campaigns or other projects according to the standards discussed with clients
- Employ networking techniques to attract new clients
- Negotiate budgets and deadlines and make detailed presentations justifying costs and schedules
- Undertake administrative work and keep records of clients' activities and actions
- Carry out essential industry research.

Requirements

- 2-3 years' experience as an advertising sales executive or related position
- Good understanding of marketing and advertising methods and techniques
- Good knowledge of MS Office; working knowledge of CRM software will be a strong advantage
- Ability to multi-task and handle a variety of accounts possibly from different industries
- A team player with outstanding communication and presentation skills
- Experience conducting business research and building profiles of companies.
- Good understanding of the outdoor swimming community will be an advantage

Salary dependent on experience c.£18,000-£22,000 + OTE

To apply for this position please email Simon@outdoorswimmer.com, Subject title **Commercial Development and Partnership Executive**, with a copy of your CV and please answer the question.

'Describe how you overcame your most challenging sale?'