



SALES & PARTNERSHIPS MANAGER: SYDNEY

The Urban List are lovers of food, drink, travel, culture, and above all, our cities. Over the last 5 years we've built one of Australia's fastest growing lifestyle platforms and influential content marketing channels, increasingly attracting the attention of some of the world's best lifestyle brands.

We are driven by creativity, innovation, and doing things that no one else has done before – constantly seeking to create awesome digital experiences for our readers and advertising partners alike.

We are seeking a Sales and Partnerships Manager to work with an energetic and nimble team on a suite of great national brands and an assigned media agency patch.

The Sales and Partnerships Manager will be responsible for generating new advertising business across The Urban List footprint including; activations, digital assets, social collaborations, sponsored content and more. You will need proven evidence of

- Managing a pipeline and experience in deals with long lead times
- Building long-term relationships with C-level clients & media agencies
- Collaborative approach with internal stakeholders to ensure advertising opportunities are co-aligned with other business objectives and editorial direction

An exceptional sales person who is highly motivated, has experience in media/marketing and collaborative in approach is what we seek. The ideal person will

- Live and breathe the brand
 - Be a team player and a positive mindset
- Results focused and have the ability to work under pressure, handle deadlines and tight timeframes
- Demonstrate creativity and innovation, and are not afraid to push the boundaries to deliver the best solution for our partners
 - Excellent communication & presentation skills
 - Have a great eye for detail, high level of MS Suite literacy (excel and ppt)
 - Highly accountable, a self-starter who manages their own time effectively
- Really want to build a media sales career as this is realistically a sales focused role
Any existing contacts in media agencies will be seen as favourable and candidates must have 2-3 years proven sales success in the B2B environment or digital sales



space. Competitive remuneration and a healthy commission structure awaits top performers.

Candidates keen to work hard within a great culture and evolve their career in media have excellent career progression opportunities within the Sales team with the business growing very quickly and the fastest growing site in the local lifestyle space in Australia.

APPLICATION PROCESS

Please send a cover letter and your CV to

Daniel Harris, Director of Sales & Partnerships, NSW

dharris@theurbanlist.com