



## Job Description

### Partnerships Manager

Reports to:	Partnerships Director
Location:	London E1
Hours:	0930-1730
OTE	Bonus payment contingent on achieving pre agreed targets

---

Job Purpose	To secure and maintain sponsorship revenue for D&AD programmes. The revenue of which delivers funding for the D&AD New Blood Programme, allowing the company to innovate and support new talent.
-------------	--

#### Job Description:

- Actively generate sponsorship revenue and leads for D&AD New Blood and Award Programmes
- Develop valuable and content rich sponsorship packages for our clients
- Generate 250K+ in revenue for D&AD
- Help grow and manage a portfolio of new and existing clients including, Facebook, Uniqlo and Airbnb.
- Work with other D&AD teams to innovate and identify opportunities to further client engagement
- Manage key accounts as assigned by the Team Director, including drafting proposals, negotiating and implementing deals
- Deliver all benefits for committed partners - ensuring that all invoicing, contracts and other transactions are effectively administered

- Be an outward face of D&AD – attending industry events and promoting our values and work
- Work with Education, Marketing and Digital to ensure our sponsorships are truly integrated into D&AD programming and marcomms.
- Maintain a consultative sales approach to listen attentively to clients, identify their business needs and tailor the package to ensure it offers the correct mix of business benefits.
- Play an integral role in the delivery of the D&AD partner events: New Blood Festival, Award Ceremonies, Talks, Competitions and Exhibitions
- Source in kind deals that add either value to our events and customer experiences or which help off set costs.
- You will be expected to develop a good understanding of the core principles of sponsorship and be able to talk about D&AD's Partnership opportunities with confidence and passion to clients.

#### Skills

- Proven sales track record
- A natural networker with the ability to establish and develop key business relationships in a variety of situations
- Strong communication skills, both written and oral
- Effective influencer and persuader
- A team worker who has experience of working within a multi disciplined team in the achievement of a common goal.
- The commitment and motivation to succeed and meet objectives, both personal and business related
- Ability to demonstrate persistence and energy when required to meet or exceed well defined goals.
- Responds well to pressure
- Good working knowledge of MS Word, Excel, PowerPoint and some knowledge of Salesforce or equivalent (D&AD use a Mac platform)
- Relevant experience in either sponsorship, fundraising or business development
- Knowledge or interest in the advertising, design, media business
- Multi-tasker

## Person

- Can do attitude
- Creative thinker
- Self motivated, pro-active and goal orientated
- Able to work under pressure and take initiative
- Able to work as a team player, in a busy and fast moving work environment

D&AD is an equal opportunity employer and is fully committed to a policy of treating all of its employees and applicants equally.