



Partnership Manager – Full-time

We are a growing B2B media company based near Hyde Park in Sydney. We are searching for our next team member to continue driving our growth.

This is a sales focussed role on a number of our senior level conferences within the marketing and customer experience industries. All of our conferences are designed to both educate and connect senior executives from enterprise with media and technology companies. Your time will be split between working on established events and exciting new launches, where you will be integral to their ongoing success.

We are looking for a smart, driven, enthusiastic professional who is keen to take ownership of a number of key events and sponsor relationships within our portfolio. You will be given plenty of support however we are looking for someone who can work with autonomy and show initiative to drive revenues and create opportunities.

You must be a natural networker with a proven record of sales success. This role will involve regular communication with our sponsors, therefore, applicants must be very personable, resilient, have strong written and verbal skills & a confident telephone and face to face manner. Attention to detail is a must.

This is a challenging but rewarding position so you must thrive on pressure and be able to effectively manage your time. That said, we are a flexible business, culture and job satisfaction are important to us. As is a work / life balance.

This role offers a competitive base salary and a generous commission structure.

Key experience / skills;

- 4+ years sales experience selling to senior level executives within businesses. Media, technology or events organising industries are preferable.
- Proven track record in face to face selling
- Experience in research and sales strategy
- Strong confidence in the areas of pitching, negotiating and closing deals
- Experience in ongoing client management
- Excellent written and verbal communication skills.
- High attention to detail and great time management.
- Proficient in Microsoft Office, CRM Systems
- A proactive, self-starter who is a natural networker
- Applicants must be eligible to work in Australia.

If this sounds like a challenge that interests and excites you, please email **timsh@ashtonmedia.com.au** with your CV and a covering letter. To demonstrate basic attention to detail, in the subject box you must write 'Success Exists Outside My Comfort Zone'. We look forward to hearing from you.