

# URBAN :LIST

## SENIOR ACCOUNT MANAGER :MELBOURNE

Urban List is the home of urban culture: 23 channels connecting you to and through the city, from the best things to do and eat locally to the global trends blowing up across style, health, beauty, careers, entertainment and travel. Our team and the brand they've built is our competitive advantage: lovers of food, travel, gifts and urban culture, committed to challenging the status quo, backing our ideas and delivering well above our weight. It's that challenger culture that's established us as Australia's largest youth media company; on a mission to create awesome experiences for audiences, agencies and brands, empowering people to do more of what they love.

We are seeking a Melbourne based Senior Account Manager to work with an energetic, nimble and fun in-house team, on a suite of national brands and an assigned media agency and direct relationship patch. They will be responsible for generating new advertising business across Urban List's footprint including; bespoke sponsored content, digital assets, editorial driven collaborations, live activations and more.

People and culture is a big part of our business values. We pride ourselves on ensuring our team are not only masters at what they do, but live and breathe our brand. We are looking for someone who with exceptional energy, passion and enthusiasm to fit our refreshing culture. Leading by example and setting the standard for the way we do across the sales business.

### KEY RESPONSIBILITIES:

- Managing a client pipeline and execution of key long term relationships in market.
- Particular focus and interest in a direct client patch.
- Ability to build partnerships with both top tier clients and media agencies.
- Have a collaborative approach with internal stakeholders to ensure advertising opportunities are co-aligned with the broader business objectives and editorial direction.
- Being highly motivated, creative, and strategically minded, with a rich experience in media / marketing / sales.

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## KEY REQUIREMENTS:

- Live and breathe the brand and our values.
- Be a team player, be collaborative and owns a positive mindset.
- Lead by example and set the agenda for world class selling.
- Hit the ground running with a set of clients and ideas that would be suitable for Urban List.
- Be results focused and have the ability to under pressure, handle deadlines and tight timeframes.
- Demonstrate creativity, curiosity and innovation, and not be afraid to push the boundaries and step out of the box to deliver the best solution for our partners.
- Have excellent communication, presentation skills and a great eye for detail.
- Be highly accountable, a self-starter who manages their own time effectively.
- Want to build a media sales career in a growing business with a great culture. While you have more access to being involved in a creative ideation, strategy and innovation, at its core this is a sales focused role.

Existing contacts at client direct level and in media agencies will be seen as favourable and candidates must have 3-5 years proven Sales Account Manager / Manager role in the Media 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 & evolve their career within the fastest growing brand in the local lifestyle space in Australia please apply below.

## APPLICATION PROCESS

Please send a cover letter and your CV to, David Boldeman, Head of Commercial, [dboldeman@theurbanlist.com](mailto:dboldeman@theurbanlist.com) and cc Brad Arnold, Head of Media Sales [barnold@theurbanlist.com](mailto:barnold@theurbanlist.com)