

URBAN : LIST

ACCOUNT MANAGER QUEENSLAND

The Urban List are creators of City Culture and advocates for helping our audience live the life they love through health, beauty, travel, career, money, entertainment, sustainability, food and drink. Over the last 9 years we've built one of Australia's most influential youth platforms and attracted the attention of some of the world's best lifestyle brands.

We are driven by human connection, collaboration and curiosity, constantly seeking to create innovative digital and offline experiences for our readers and advertising partners alike.

We are seeking a Brisbane based Account Manager to work with an energetic, nimble and fun in-house team on a suite of national and local brands and an assigned media agency and direct relationship patch. They will be responsible for generating new advertising business across the Urban List footprint to best place Urban List as a preferred media partner in the digital advertising space.

People and culture are a big part of our business values. We pride ourselves on ensuring our team are not only masters at what they do, but live our brand. We are looking for someone who with exceptional energy, passion and enthusiasm to fit our refreshing culture.

You will need evidence of:

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

The ideal candidate will:

- Live and breathe the brand and our values.
- Be a team player, be collaborative and owns a positive mindset.
- Is results focused and has the ability to under pressure, handle deadlines and tight timeframes.

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- Demonstrate creativity, curiosity and innovation, are not afraid to push the boundaries and step out of the box to deliver the best solution for our partners.
- Excellent communication, presentation skills and a great eye for detail.
- 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 in media agencies will be seen as favourable and candidates must have 2-3 years proven sales AM / Manager role in the Media B2B environment or digital sales space. A competitive remuneration and a healthy commission structure awaits top performers.

Please note this is initially a 12 month contract position (with the possibility of extension/permanency).

APPLICATION PROCESS

Please send a cover letter and your CV to, Riria (Ree) Taukamo, Sales Manager QLD, WA & NZ at rtaukamo@theurbanlist.com. Applications via LinkedIn will not be accepted.

Applications close: Friday, 30 April 2021.