

URBAN : LIST

SENIOR ACCOUNT MANAGER AUCKLAND, NEW ZEALAND

Urban List is the daily habit for the culturally curious – moving millions to find more of what they love; to live their best life.

We launched from our founder's bedroom in 2011 and have since scaled to connect with audiences, brands and partners across 12 markets. We've been named among New Zealand's most influential cultural voices; the authority on what's now, new and next.

We stand for recommendations with cred, from a team of culture addicts you can trust, introducing brands and audiences to the lifestyle they want. It's that ecosystem of trust, influence, reach and authenticity that helps put brands at the centre of cultural conversations – and that's where you come in.

We are seeking an Auckland based, Senior Account Manager to work with an energetic, nimble and fun commercial team on a suite of national and local brands. They'll be working across an assigned media agency and direct relationship patch as well as being responsible for generating new advertising business across our 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 will fit our refreshing culture.

CORE RESPONSIBILITIES:

- Ability to build partnerships with both top tier direct clients & media agencies.
- Proactively pursue new advertising partnerships and develop materials to support key proposals and initiatives.
- Managing a client pipeline and execution of key long-term relationships in market.
- Developing and executing a sales plan that aligns to our commercial strategy and revenue growth.
- Demonstrating 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 strategic minded, with a rich experience in media / content marketing / sales.
- Curating meaningful partnerships with off-channel media peers to extend campaign reach and acquire new audiences.

ESSENTIALS REQUIRED:

- 3 – 5 years proven senior/managerial experience in media – B2B or digital
- Existing contacts in media agencies in Auckland and wider New Zealand
- Live and breathe the brand and our values.
- Be a team player, be collaborative and owns a positive mindset.
- Be a role model and instrument of inspiration within our Auckland based team.
- Is results focused and can handle deadlines and tight timeframes under pressure
- Demonstrate creativity, curiosity, and innovation, not be 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 and can work autonomously.
- Wants 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.

APPLICATION PROCESS

Send a cover letter, detailing one brand you think would make the perfect partner for Urban List and why, plus a copy of your CV to people@theurbanlist.com