

Job Description/Person Specification

James Grant Group Ltd

Sales Manager, Brand Partnerships**Based:** Chiswick, London**Reports to:** Director of Brands

Company Overview: James Grant Group Limited provides management and professional services to a wide range of celebrity clients cross the entertainment, music and sports sectors. These services include career management and career advice to elite TV and Radio personalities and sporting athletes. In addition we provide specialist accountancy services covering tax, accounts preparation and for our music clients, royalty payment examinations. Our sports and media finance business brokers bespoke funding to accelerate contractual income for sporting institutions and media rights holders.

Job Purpose: Reporting in to the Director of Brands at the head office based in Chiswick, the role of 'Sales Manager - Brand Partnerships' is responsible for selling the Group's talent, rights and properties across Sports, Music and Entertainment, both domestically and globally (where relevant).

The role will be a vital component for the Brand and Marketing team and will be responsible for creating inroads and achieving meetings with key decision makers at target brands and retailers, to deliver commercial partnerships for James Grant's entertainment / specialist / music / sport clients.

Key Responsibilities:

1.	Creating inroads and achieving sales meetings with key decision makers at target brands and retailers, then working in collaboration with the various functions within the Brand team to create and close out a commercial deal
2.	Listening for commercial needs in target companies to qualify sales opportunities to skilfully progress the lead through the sales process.
3.	Ability to work collaboratively with the marketing team to close high value partnerships for our team
4.	Capture all market feedback from target brands and retailers, to share with marketing team and Talent Managers across the business – attending key networking events or partnership sales days where appropriate
5.	Take a brief from Director of Brands on each project, and regularly update on progress / challenges / opportunities
6.	Continue to develop and evolve the commercial division's Contacts Database, capturing all key decision maker contacts we reach out to in each brand sector, and across the wider agency mix

Person Specification:

<input type="checkbox"/>	3-4yrs experience in a commercial / sales role
<input type="checkbox"/>	Skilled at consultative sales techniques, both over the phone and face to face with high-level decision makers - this the key component of the role

Job Description/Person Specification

<input type="checkbox"/>	Skilled at identifying sales leads in order to bring in new business to the Group - through cold calling or capitalising on existing network of contacts
<input type="checkbox"/>	Previous sales experience is essential - either in a traditional sales environment or in a media / sponsorship sales role
<input type="checkbox"/>	Marketing knowledge / experience is desirable as will be working alongside marketing team
<input type="checkbox"/>	Looking for long-term development and to grow your network of key industry commercial contacts across sports, media and entertainment
<input type="checkbox"/>	Good at taking a brief and relaying back to marketing team to create bespoke creative solutions
<input type="checkbox"/>	Great team player but confident working independently with a tenacious attitude
<input type="checkbox"/>	Strong interpersonal and communication skills, able to liaise confidently with people at every level
<input type="checkbox"/>	Able to work proficiently in a fast-paced environment
<input type="checkbox"/>	Motivated and energetic
<input type="checkbox"/>	Hardworking
<input type="checkbox"/>	Can do attitude
<input type="checkbox"/>	Trustworthy and able to handle confidential/sensitive information

Job Details

Hours:	37.5 hours per week
Salary:	Dependent on Experience

For more information about the Brand Division please visit <http://jamesgrant.com/services/marketing/>