

SUBJECT TO CONTRACT

JOB DESCRIPTION

Job Title: Senior Account Manager – Brand and Consulting
Team: Consulting
Location: UAE office – Abu Dhabi

SCOPE

Professional Sports Group is a leading sports marketing company with offices in the UK and the UAE. We know sport. We know how it inspires passion, influences change, engages nations and wins business.

We have an opportunity for a bright, self-motivated, and results driven marketer based in our Abu Dhabi office.

This is a highly commercial Marketing position, where you will take ownership for a range of accounts, driving value and delivering success for our clients. This is a high profile, visible and unique role, the successful candidate will need to demonstrate excellent interpersonal skills, marketing expertise and commercial acumen.

JOB PURPOSE

- **Account Management:**
 - To fully manage the day to day account management of existing and new consultancy and brand contracts, including; marketing, social media and PR activities.
 - To develop and maintain strong working relationships with key client contacts.
 - To strengthen the depth of existing relationships, ensuring you work with clients to meet jointly agreed objectives & priorities.
 - Managing the day to day liaison and coordination of servicing for your key client contacts.
 - Develop and deliver successfully against client's deliverables and KPI's to support their business objectives.
 - To deliver consultative insight & recommendations to clients through a compelling story.
 - Working to raise the media and brand profile of clients.
- **Event Management and support:** To be the Account Manager from the PSG Consulting team on PSG Events across sponsorship and media activation across various PSG owned events and – on occasions - rights holder events.
- **Brand Strategy:** The Senior Manager will be responsible for the development and implementation of commercially focused brand strategies with various key stakeholders. They will create innovative brand strategies in line with internal and clients budgets. They will also be responsible for ensuring that multiple internal and external projects are carried out to an exceptionally high standard on time and in budget.
- **Business Development:** To play a supporting role to the Consulting team and CEO across a number of key projects and growing business development opportunities.

The deliverables below are expected:

- Strategy: Ideas and sales pitch generation for specific targets.
- Presentations: To assist with the development of sales pitches and presentations.

ACCOUNTABILITIES

- The role will report directly to the CEO, with a dotted line to the Head of Consulting.
- A number of clearly defined key performance indicators will be agreed for 2017.

EXPERIENCE AND SKILLS

- 5+ years' marketing and/or advertising experience
- Bachelor's Degree in Marketing or related field is required
- Ability to build and maintain strong working relationships across a wide range of international clients to deliver results on brand and strategy within an agreed budget
- It is essential that the candidate can add and drive value for the client
- Familiarity with internet search engines, social media platforms and sales performance tools
- Excellent written and verbal communication skills – with excellent attention to detail
- Strong presentation skills and experience in effectively communicating to senior management
- Strong presentational and organisational skills
- Excellent self-motivation, ability to work on own initiative AND be a team player
- Confidence to approach, liaise and negotiate with senior level decision makers within external organisations, both via PSG introductions and directly on own approaches
- Ability to think quickly and adapt accordingly
- To be results-oriented and able to work to tight deadlines
- A passion for sport is essential!

REMUNERATION

- Salary – competitive

Start date: ASAP

Applications: Please send your CV and a covering letter to Leanne Whyte, General Manager of Finance and Operations at careers@profsports.com