

## **Senior Partnerships Manager Frieze**

**Reporting to:** Commercial Director

**Location:** London office (international travel required)

### **Job Purpose**

To identify, develop and secure new sponsor and partner relationships and opportunities across three international art fairs: Frieze London, Frieze New York and Frieze Masters.

As Senior Partnerships Manager your role will also be to identify year-round brand engagement opportunities, including media, content creation and partner events.

As a senior member of the team you will also work with the Commercial Director to ensure team goals are reached and that the team works efficiently.

### **Duties & Responsibilities**

- Research and develop appropriate new sponsorship clients
- Schedule meetings with appropriate client contacts in order to present partnership ideas, pitch proposals, and negotiate sponsorship packages
- Research and develop appropriate new partnership opportunities across the fairs and year-round
- Build strong relationships with new and existing sponsors
- Work closely with the broader team to identify and deliver partnership benefits
- Liaise with architects and site manager on design and logistics of sponsored spaces at the fair
- Work with internal and external stakeholders to develop media and content focused creative brand solutions
- Coordinate projects and events at the fairs related to sponsors
- Manage and negotiate contracts with sponsors and partners from drafting stage through to signing

### **Key Stakeholders**

- External – Sponsors, Agencies
- Internal – Marketing, Press, Production, Design, Digital, Publishing, Finance, Projects

## **Required Experience**

- A proven track record of success in selling partnerships
- Strong presentation and communication skills
- Creative thinker, able to evolve concepts and propositions to suit client brief
- Culturally aware, with an interest within arts, events and media
- Experience of multi-platform solutions – print, digital, events and bespoke content led client solutions

## **Skills & competencies:**

- Proactivity
- Efficiency
- Organisation and planning
- Creativity/innovation
- Communication
- Teamwork
- Strategic thinking/visioning

## **Salary & Benefits**

- Available on application

**Application:** To apply for this position please send a CV and covering letter to [jobs@frieze.com](mailto:jobs@frieze.com) with “Senior Partnerships Manager” in the subject line. Deadline: 19<sup>th</sup> January 2018.