



# COMMERCIAL PARTNERSHIP MANAGER

Job Title: Commercial Partnership Manager  
Reports to: General Manager of Agency  
Supervises: The Hyper-Targeting team

Department: Agency  
Weekly Hours: 40 hrs

## **ROLE**

The Commercial Partnership Manager is responsible for the establishment and ongoing development of our clients' commercial portfolios and strategically targeted marketing opportunities.

## **ABOUT THE TEAM**

Through our Agency and our Coaching Program, we represent some of the most exciting personal brands on the planet. Our team invests fully in our client's businesses, audacious goals, and legacy wealth-building strategies.

## **RESPONSIBILITIES**

- Work to strategically identify opportunities that commercialize our clients' expertise.
- Explore partnership, ambassadorships, consulting, and mentoring opportunities that align our clients with their individual goals.
- Drive revenue and growth both internally and externally.
- Negotiate confidently on behalf of a wide variety of clients in various niches to ensure they are always aligned with the right audience.
- Strategically manage a small team of marketing professionals.
- Work closely with the General Manager of Agency and Senior Account Managers.
- Be responsible for weekly reporting and internal management meetings.
- Collaborate with clients to understand their strategy, preferences, and needs.
- Prioritize all work to ensure timely delivery.
- Utilize systems for all client work such as ClickUp, Google folders, communication in Slack, and other project management systems and tools to ensure they are being used in the most effective way.



## **THE IDEAL CANDIDATE WILL POSSESS**

- A minimum of 6+ years of hands-on experience in a similar role
- Excellent written and verbal communication skills
- Ability to strategically pitch a multitude of opportunities
- Knowledge of consumer marketing
- An ability to work on big strategic plans as well as day-to-day tasks
- Ability to think both creatively and strategically
- Deadline-oriented, inquisitive, with great follow-up and reporting skills
- Responds well under pressure with a strict time limit
- Quick and enthusiastic learner
- Be comfortable with working with luxury brands and be comfortable dealing with the highest end of the market
- Innate drive to succeed and exceed expectations

## **HOW TO APPLY**

To apply for this role please simply send the following to [recruiting@iconsincorporated.com](mailto:recruiting@iconsincorporated.com):

- Resume
- A short bio
- A short 2-5 min video introducing yourself and telling us why you are the best candidate for this role (We recommend using Loom for this, a free service for recording short videos of no more than 5 minutes.)

