



Job Description	
Job Title:	Partner Manager
Reports to:	Head of Partnerships
Job Location:	You must be able to work in the London office 60% of your time
Start Date:	Ideally early March 2023
Salary	£40,000 per annum gross (circa) + benefits
Contract Type:	Full time permanent

### About partnerships at BAFTA

The Partnerships team exists to generate vital funds to support BAFTA's global activity through engaging and authentic brand partnerships. We are passionate about making connections and aligning values. We must ensure we continue to diversify income streams to support BAFTA's organisational objectives and we are looking for an experienced and tenacious Partner Manager to join our small, but talented team.

### Key responsibilities and accountabilities:

- Source, build and maintain great relationships with brand partners globally
- Ensure all partnerships deliver against objectives whilst staying true to the BAFTA brand
- Create engaging pitch decks and lead on negotiations
- Work with the Head of Games to help engage industry and non-endemic brands to support BAFTA's growing games output
- Work to maximise potential around BAFTA's UK and global Awards and events
- Work with the Senior Manager - Partnerships, and the Comms team to drive commercial growth around BAFTA's content and audience strategy
- Work with all relevant internal departments and external stakeholders to ensure effective delivery of partnerships
- Compile clear and precise reports for Senior Managers and Execs
- Oversee contracts, ensuring partnerships are delivered efficiently and to deadline

### Ideally you will have:

- Significant experience in a sales role (minimum of 4 years)
- Demonstrable experience selling partnerships in the gaming arena, either client or agency side
- Proven experience in negotiating and securing 6+ figure contracts
- The ability to listen to what brands want and be able to align ideas with sales objectives
- Strong attention to detail
- Experience of pitching face-to-face and on the phone
- The ability to manage a substantial workload and work to tight deadlines
- Understanding of social-media platforms and how brands engage and interact with communities
- Excellent knowledge of the world of brand partnerships
- Clear understanding of marketing and all aspects of a successful partnership



# BRITISH ACADEMY OF FILM AND TELEVISION ARTS

## **Ideally you will be:**

- Highly commercial and target driven
- Tenacious and determined
- An excellent communicator written and verbal, and a proven influencing style
- Passionate and knowledge about the film, games and television industries

## **ABOUT BAFTA**

**BAFTA** is a leading global charitable institution focused on championing creativity, opportunity and social change for all through the transformative power of film, games and television.

### **BAFTA's Vision:**

*Bringing the transformative power of Film, Games and Television to everyone.*

**BAFTA's aims:** to champion the art and the craft, champion talent and champion the industry environment by:

- identifying and celebrating industry practice deemed exceptional by peer review, thereby elevating the art and craft of film, games and TV;
- providing talent with recognition, inspiration, access and long term support, in particular those under-represented and underprivileged in society;
- enabling a positive and inclusive environment, for an accessible, sustainable and connected industry.

## **DIVERSITY MONITORING**

Our aim is for our staff to be a diverse mix of talented people who want to come and do their best work. BAFTA is committed to increasing diversity, and maintaining an inclusive workplace culture. We welcome applications from all qualified candidates regardless of their ethnicity, race, gender, religious beliefs, sexual orientation, age, marital status or whether or not they have a disability. Please take the time to fill out our [Diversity Monitoring Survey](#). All the information you provide will be anonymous and is not considered with your application.

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