

CORPORATE MARKETING & PARTNERSHIPS EXECUTIVE

Reports to Head of Sales

Salary Dependant On Experience

General Overview:

Eyeful Presentations has built an enviable reputation as a world leader in business presentations. Through continued imagination and innovation, we help customers across the globe get the very best from their presentations.

We do this by implementing our proven Presentation Optimisation™ methodology to ensure that every presentation has a clear, engaging story, a strong call to action and stunning design.

Eyeful is an established niche business that gets to work with some of the world's most iconic and exciting brands every day.

We want great team players who possess the business intellect to engage, challenge and deliver results for our business during this exciting growth phase.

Benefits:

- Competitive salary
- One of the most beautiful offices in the East Midlands – 'Eyeful Towers'
- Flexible working environment – in the office, at home, on the road
- Access to a range of amazing perks through the employee welfare scheme
- An endless supply of healthy breakfast cereals and snacks
- Ongoing professional development

Responsibilities:

The focus areas for the Corporate Marketing & Partnerships Executive are to drive excellence in the following areas:

Corporate Marketing

- Increase the profile of Eyeful Presentations within the sector
 - Amongst our peers, both domestically and internationally
 - Through PR, awards and speaking opportunities
- Maximising the impact of Eyeful innovation and IP beyond our website and customer base
 - The Presentation Lab book
 - The Eyeful Insights offering
 - New product development

Partnerships

- Establish a formal partnership programme that can be extended to international engagements
- Formalise existing partnerships to provide greater confidence and planning going forward
 - Shared objectives for the partnerships
 - Revenue budgets for financial planning
 - Support systems and processes in place
 - Legal protection
 - Shared marketing campaigns

Stakeholders

- Managing Director
- Head of Sales
- Sales Enablement Executive
- External parties including PR agencies, promotional & corporate partners, competitor companies and industry bodies

Requirements:

At Eyeful, we recruit on the basis of personal attitude and potential, but the following skills and experience are on our 'wish list':

About You:

- You'll be a goal-oriented and customer focused individual hungry for the next stage in your career development
- You'll have the ability to work as part of a team and build strong trusted relationships with external parties, colleagues and other stakeholders
- You'll have an eye for detail – ours is a business that prides itself on getting it right first time, every time
- A good understanding of the global presentation marketplace
- Trustworthy, discreet and professional with a strong understanding of the importance of confidentiality

About Your CV:

- You'll ideally have good experience in corporate marketing... but impress us with your enthusiasm and ambition and we're happy to chat
- You'll be commercially astute – you'll need to wrangle with some pretty complex information as part of this role so you'll need to be business savvy and quick on your feet
- Ideally, you'll be degree educated