



## **Head of Partnerships – Future Shorts / Future Cinema**

The Head of Partnerships is the central figure in powering Future Shorts and Future Cinema's commercial portfolio by generating new business, nurturing client relationships and optimizing opportunities across the board. Their main objective is to generate revenue from 3rd parties by activating commercial ventures with clients and servicing in-house projects by aligning them with relevant brands. They are responsible for creating a positive business facing strategy for Future Shorts and Future Cinema, implementing a systematic approach to maintaining client relationships and being brand ambassador for both branches portfolios.

### **Duties and Responsibilities:**

- Defining Future Shorts / Future Cinema's partnerships strategy, working closely with the Creative Director and Departmental Heads to identify key opportunities for brand integration and initiating the subsequent activation plan.
- Establishing relationships in key relevant markets – experiential, digital, events, etc.
- Managing incoming opportunities from new and existing clients to ensure that they are serviced effectively and yield financial rewards.
- Working closely with Departmental Heads to understand their individual partnerships needs, aligning them with relevant brands as a matter of course.
- Leading sales and partnership pitches to prominent brands.
- Connecting the company directly with clients to ensure the maximum reward.
- Generating a sustainable sales pipeline to maximise income and achieve pre-agreed sales targets.
- Employing and line-managing Sales Executives on for project specific work to ensure that sales materials are current and relevant, and potential client opportunities are being managed according to the agreed strategy.
- Ensuring that all marketing materials (company overviews, rates cards, case studies, etc) are current and reflect the partnership strategy.
- Ensuring schedules, budgets and financial targets are adhered to.
- Developing a systematic reporting system to give transparency on all past and present partnership opportunities.
- Ensuring that won contracts are successfully delivered and production briefs are clearly defined.
- Working closely with the Creative Director and other Departmental Heads to make key decisions

### **Skills / Attributes Required:**

- Proven track record in a partnerships / sales role.
- Entrepreneurial spirit.
- Proven ability to nurture client relationships and generate income.
- Analytical, highly organised and a meticulous strategist.
- Excellent knowledge of international film industry, content distribution and events.
- Highly connected to the industry with an expansive network of relevant contacts.
- Highly personable.
- Self starter with excellent initiative.
- Innovative and forward thinking.
- Commitment and determination
- Excellent administrative and organization skills
- Computer literate, Mac preferable

