

Creative Solutions Role

Job Specification

elevenfiftyfive are growing and they need more talented people to join them on their mission to support the UK's very best film properties through positive brand campaigns.

This is your chance to input into the future of a young successful company, whilst also influencing the future of the UK film industry.

With limitless growth potential and international expansion in the planning, there are vast opportunities available.

What elevenfiftyfive want for you:

"To love your job, work hard, make money, and be happy."

Who do elevenfiftyfive want:

The best. Ambitious, creative, curious, and driven individuals who want to be part of a growing company making a name for itself in film and advertising.

The role:

Enable brands to reach audiences whilst supporting the film community. This is a core area of business for elevenfiftyfive.

This involves identifying standout brand opportunities within film, unlocking the marketing potential within them, and connecting them with leading brands.

elevenfiftyfive currently requires a talented and ambitious creative solutions person with a minimum of 3 years marketing and new business experience.

The role is suitable for a strategic & *entrepreneurial* thinker with the ability to understand and explain the potential of film as a channel.

The role requires talent with a proven commercial track record, strong brand contacts, combined with the ability for idea generation.

Salary:

£30,000 - £50,000 (dependent on experience) + bonus.

Core areas of work/responsibility:

- Pro actively developing client & agency contacts to increase awareness of elevenfiftyfive.
- Generate profitable film & brand platforms.
- Manage all aspects of sales from concept of idea to delivery of product, liaising and working closely with the in-house production team and connected film partners.
- The foresight to constantly review any existing accounts and to identify opportunities which both exceed client expectations and maximize company revenues.

Secondary areas of work/responsibility:

- Develop and initiate new business strategies to generate revenue and to channel brand support to the film community.
- Maintain an accurate contact database with sole responsibility for targeting key clients.
- *In time, evolve the Film Specialist team and be directly involved in the recruitment of individuals and internal operations within this team.*

Competencies and experience:

- An exceptional creative solutions sales person, who can create opportunities as well as sell them.

- A clear understanding of brand and creative strategy.
- Experience of business development, including finding / creating opportunities, sponsorship and deal negotiation.
- Proven experience in closing deals and meeting/ exceeding targets.
- Ability to create and sell strategic solutions/ concepts to senior management.
- A clear understanding of the dynamics of brand campaigns and an understanding of film/ entertainment related consumer experiences as communication channels.
- Existing contacts within, and a detailed understanding of, the media and advertising world.
- The ability to work under pressure while maintaining a sense of humour and a calm controlled manner when client facing.
- Form consultative relationships with senior strategists and agency contacts and clients across agencies and categories.
- Be confident in presenting and selling ideas.
- Be motivated and driven to win proactive and competitive pitches.

Individual:

- Self motivated and results driven.
- Determination and resilience with an upbeat positive approach.
- Works well under pressure and autonomously.
- Creative thinker.
- High level commercial acumen.
- Excellent communication, presentation, and organisational skills.
- Excellent customer service skills.
- Pride, passion, energy, and flexibility.

Key success factors:

1. You care and are able to make a difference.
2. Revenue generation.

3. Creative thinker.

Contact Us:

Contact info@elevenfiftyfive.com to ask further questions and apply.