

**Position: Director, Strategic Partnerships and Business Development, BBC Global News Advertising**

**Reports To:** SVP, Global, Business Development and Innovation

The Director, Strategic Partnerships and Business Development is a full-time position based in London. You will be responsible for uncovering new business opportunities for the Advertising and Sponsorship department across all of Global News Limited's Digital Platforms.

You must be a strategic thinker, comfortable managing relationships with external and internal partners, possess advanced analytical skills with a passion for the media industry and in particular the digital landscape. You must have a strong entrepreneurial mind-set with the ability to drive short and long-term revenue opportunities. You will need to identify and develop business partnerships to ensure financial growth and profitability within our organization as well as act as a key support to the SVP Global, Business Development and Innovation.

This wide-ranging and exciting role will enable a senior strategic partnerships and business development expert to grow new revenue for the business, drive change, and bring new products and commercial partners into the Advertising and Sponsorship department within Global News Ltd.

Candidates will be expected to undertake some business travel as part of the role.

**Essential Skills and Experience:**

The ideal candidate for this role will be an individual with solid experience building revenue and business development partnerships and (preferably from an Online Publisher) who is now looking to step up into a key role and help grow the world's most prominent and trusted news organization.

- Extensive experience working in digital media in revenue partnerships, business development, strategy or related capacity
- Strong people management skills required
- Excellent financial modelling and analytical skills
- Strong commercial acumen and business judgment
- Superb communication, both oral and written
- Ability to manage concurrent and time sensitive projects
- Ability to listen well, contribute to creative business discussions, influence the thinking of or gain acceptance from senior executives
- Background in contract negotiation
- Strong quantitative and analytical skills
- Excellent Excel and PowerPoint skills
- Outstanding attention to detail, time management and the ability to multitask
- Team player
- Self-starter
- Delivers through to execution
- Ability to work both independently and collaboratively within a team
- Interested in the future of news

**Key Responsibilities:**

- Drive advertising and sponsorship revenue through the identification and implementation of new partnership and business development initiatives.
- Research, Model, Evaluate and plan for new growth opportunities.
- Negotiate and bring deals to completion with key stakeholders.
- Develop formalized business plans including commercial terms, go to market strategy and an execution plan.
- Work closely across multiple functional areas (design, development & Ad Operations) in order to execute your deals.
- Stay abreast of key industry trends to make recommendations on new advertising and sponsorship revenue opportunities
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- Articulate the strategic direction internally and externally.
- Develop relationships across the larger GNL organization to further GNLs business goals.

**Value Proposition:**

- Build strong revenue partnerships that support our commercial strategy.
- Create interesting partnerships that work well with the GNL brand.
- Find new ways to grow our business year over year.
- Seek to drive key relationships with the markets leading digital brands

**Desired Skills and Experience:**

- Global curiosity and international experience
- Experience working in a global matrix environment
- Experience of working in a complex stakeholder management company
- Previous business development experience within digital organisations; knowledge of Google and Facebook products (AMP, FIA, etc.) a plus.

**Personal Characteristics**

- Comfortable working in a fast paced environment
- Effective time management
- Resilience, drive and a desire
- Curious, with a natural enthusiasm for innovation and innovative thinking
- Kindness and willingness to support each other