

Job description

BUSINESS DEVELOPMENT MANAGER



The job in a line

Help grow our agency.

Who we are

Hype Collective is a student marketing agency. We work with clients such as Co-op, Adobe, Lovehoney and Deliveroo to deliver campaigns that engage students on campus or on social.

We pride ourselves in working closely with the audience we market towards. Every year we work directly with 1,000+ students either as brand ambassadors, student influencers, partnering with their societies or conducting research. Every campaign we run creates an opportunity for young people to be involved, earn, and learn.

Our key services include influencer, experiential, research, and content production.

What you'll do

Because our speciality is our audience - not a specific channel - you'll get your head round on a wide range of campaigns. We think it is important that the person who comes into this role sees variety as a positive thing.

A (non-exhaustive) list of your responsibilities include:

- Leading on B2B marketing initiatives.
- Prospecting new clients and managing the process of taking briefs.
- Managing complex pitch processes from start to finish with new and existing clients.
- Regularly attend client update calls, scoping for upsell opportunities.
- Networking throughout the industry to increase our brand awareness.

What are we looking for?

- Somebody with a proven ability to grow agencies.
- Proven track record of excellent client handling skills, evidenced by retaining and growing accounts.

What does the ideal candidate look like?

- **Business development experience:** Someone with 5+ years' experience selling a complex agency offering.
- **Client relations:** Someone who makes it their business to make clients love us.
- **Organisation skills:** Someone who is at home working in a busy environment, and is usually the most organised person in the room.

Other important info:

Like everyone, we are more remote than we were 18 months ago. As a default we work 2 days per week in the office in London Bridge.

Salary: £40-60k.