

## **Purpose**

The Manager Sales & Partnerships will be responsible for managing PCB's growing commercial portfolio.

## **Job Requirements & Responsibilities**

- Bachelor's Degree with at least two years of professional experience in a partnership or sales related role.
- Prior experience of working with reputed companies, media-buying, creative, and / or advertising related companies.
- Demonstrate creative thinking skills and the ability to pitch, visualize, and execute sales pitches.
- Be well-versed with the game of cricket, including but not limited to a general know-how of the rules, cricket-related language, and design practices used in the game.
- Provide a client servicing solution to all PCB commercial partners and sponsorship agencies.
- Work closely with GM Commercial and Director Commercial to shape partnership proposals for prospective clients.
- Coordinate with the Brand Team to ensure timely delivery of all sales collateral.
- Maintain and update a database of PCB's commercial touch points.
- Have a thorough understanding of annual revenue and commercial growth targets.
- Work in conjunction with the Department plan to onboard partners and develop partnerships.
- Develop a thorough understanding of client needs, global best practices, new opportunities and challenges.
- Plan and coordinate partner workshops on an as-is basis.
- Support all contracting processes including but not limited to liaising with the Legal team to draft and manage contracts, obtain and track approvals, and ensure compliance.

- Work with the Events Team and / or Production Team to ensure all contractual assets and activations are delivered.
- Assist in developing and maintaining an annual outreach program to ensure a constant communication flow between PCB and existing clients as well as new potential clients.
- Research and develop new ideas such as enhancing digital revenues and setting up PCB merchandizing.
- Take responsibility for managing PCB's CSR partnerships portfolio including delivery of all contractual obligations.
- Research and provide internal input on enhancing fan experience.
- Fluency in using basic Microsoft Office tools.