



Augustus Candidate Profile

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| Job Role | Commercial Manager |
| Location | Riyadh, Saudi Arabia |
| Job Classification | Full Time |
| Salary | Competitive |
| Years of Experience | 2-3 years |
| Role | <p>The Commercial Manager at Augustus takes a leadership role in our business, working towards a place on the senior leadership team.</p> <p>The role of Commercial Manager is to be responsible for the sales and business development & partnership elements of Augustus brands, SMASHI and Lovin Saudi. You will be confident in managing the commercial aspects of a portfolio, have the gravitas to deliver senior client counsel, and demonstrate the ability to inspire and lead a team.</p> <p>Creative thinker with a commercial sense, able to spot opportunities and find solutions for clients in respect of our media services. The candidate should have knowledge in digital marketing and understanding of the public and semi private landscape in KSA</p> |

JOB DESCRIPTION

A Commercial Manager is responsible for teams pursuing new business opportunities, to explore new avenues of activity and to seek out opportunities in order to help the company develop and grow. The commercial manager's main roles include the financial management of projects, negotiating and agreeing contracts and verifying employee performance. They also need to have good risk management skills as well as financial reporting abilities.

JOB TITLE: Commercial Manager

REPORT TO: Producer

KEY SKILLS REQUIRED :

- 2-4 years of experience
- Outgoing, enthusiastic and self motivated
- Bachelor's degree in Business Administration, Marketing, Finance, or related field; Master's degree is advantageous.
- Proven business development, brand partnership, sales, or marketing experience.
- Proficient in all Microsoft Office applications.
- Excellent analytical, problem-solving, and decision-making skills.
- Exceptional leadership and management skills.
- Effective communication and negotiation skills.
- Strong business acumen.
- Detail-oriented and persuasive

RESPONSIBILITIES :

- Prospect new clients, including the ability to qualify and close new accounts
- Effectively prepare for and manage business meetings
- Strategically and creatively build sales pipeline and maintain a high level of activity
- Effectively work with functional groups such as Sales, Data & Analytics and Content team to optimize campaigns to meet performance objectives
- Strategically and creatively build sales pipeline and maintain a high level of activity
- Proactively monitor campaign performance and delivery goals, escalate delivery issues as necessary
- Track, optimize, and compile campaign analysis and custom recap reports for clients
- Contribute and improve team resources such as sales and process materials



PEOPLE :

- Assist in fostering a high performance led culture
- Bring along a positive, collaborative, ready to learn attitude at all times
- Develop SMART performance objectives alongside your line manager
- Promoting Augustus as a great place to work, ensuring positivity is championed and your team feels prepared to live out the 3 core values

PROFESSIONAL DEVELOPMENT

- Build on your emotional intelligence and self-awareness
- Grow your presence in the industry, including relationships within agency partners and industry bodies to support professional stature
- Complete mandatory training

ABOUT AUGUSTUS

The consumption of media is ever present, yet the mediums and the means are ever evolving. We are a 'New Media' company, born in one of the most dynamic and vibrant cities in the Middle East. Our vision is to establish and maintain a 'New Order' of media advertising with data and content at the heart of everything we do.

Augustus is a Middle Eastern digital media company based in Dubai and Riyadh and has been designed to adapt and evolve to this perpetually changing media environment. Our mission is to be the 'New Media' company of choice in the Middle East by generating profitable growth through innovation and breaking the mold in marketing communications.

Values

We understand that achieving our mission is based upon strong values and we have identified three that sit right at our core.

- **Ingenuity:** There is a bit of genius in everything we do. We take pride in our creative originality.
- **Tenacity:** Good things come to those who work for them. We always persevere and persist.
- **Velocity:** High level performance is about speed and momentum. We are fast and agile in how we think, operate and how we act