

ARCADIA

SALES & MARKETING DIRECTOR (MANAGING DIRECTOR DESIGNATE)

Arcadia create extraordinary, ethically focused shows. The global brand has reached a worldwide audience of more than 2 million people and worldwide media connections.

Further growth opportunities have created the need for the key role of a commercially focused Sales & Marketing Director with the plan to progress onto the Managing Director.

The right candidate will have extensive commercial and business experience and work closely with the company founders/directors in moving the company forward for the next phase of expansion.

JOB DESCRIPTION

Participate in, and manage:

- Business planning and strategy
- Sales and marketing
- Financial modelling
- Setting financial targets
- Ensuring all energies are positively aligned with the wider company strategy and objectives
- Compliance and IP management
- Recruitment and HR.

Responsibilities include:

- Sales and Marketing
- Driving new business
- Strategic partnerships
- Sales and Marketing

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Experience required:

- 5 years' experience directing sales and marketing for business, preferably in the creative industries
- Strategic planning
- Demonstrable experience in the management of teams and the achievement of goals
- Sales and marketing at a senior level
- Strong leadership qualities
- Budget and cash flow forecasting
- Financial reporting
- A knowledge of business tax structures would be a benefit.

This is a key role with an attractive benefits package and negotiable salary (60k plus with additional bonus scheme for the right candidate and 80+ for successful appointment to MD). Starting with flexible hours with a view to a full-time permanent appointment and salary progression for the Managing Director Role.

Applications:

Please apply in writing explaining how you meet these requirements (2 pages max) together with your CV to admin@arcadiaspectacular.com

In the subject line please put 'Director Application'
Deadline for applications January 31st 2021