



POSITION DETAILS

Business Unit	Position Title
WeAre8 Australia	Client Partner - NSW
Department	Reports To
Commercial	Head of Client Partnerships - NSW

About Us

WeAre8 is a social media platform on a mission to save the planet.

WeAre8 unites creators, the community, its citizens and brands to positively change the world.

Built on the belief that social media should serve you, value your time and empower you to make an impact every day, we have developed a platform that brings people together and includes a video advertising solution for brands that is transparent, efficient, effective and sustainable.

The WeAre8 platform enables brands to connect with people in an environment built with love and free from hate. Every time a brand advertises on our platform, we donate money to saving our planet and pay people for their time, who can then “pay it forward” to other areas of social impact such as disadvantage, equality, health and education.

WeAre8 is a certified B Corp committed to transforming the \$450B global digital advertising ecosystem to deliver social impact on the world and being a force for good.

WeAre8 is an equal opportunity employer. We believe passionately that employing a diverse workforce is central to our success. We make recruiting decisions based on your experience and skills.

We encourage applications from people with disabilities, LGBTIQ+ people, women, and people with diverse linguistic and cultural backgrounds for all of our roles.

Our Values

- **Inclusive** - We are for everyone. We don't care about the colour of your skin, who you kiss or how many followers you have, we value you for being you.
- **Magical** - We make the impossible possible. Together we have the power to change the world in just 8 minutes a day. Now that is magical!
- **Elevated** - We want people to feel elevated and valued when they use our technology and inspire them to use their collective voice to imbue positive change. We elevate and celebrate brands who are using their ad dollars as a force for good.
- **Trusted** - Transparency and trust is at the core of everything we do. Our technology enables brands and people to unite in a way that people feel valued, respected and rewarded everyday.

Location

We offer a hybrid work model (in office and from home). The WeAre8 Sydney office is located in a B Corp certified co-working space in the heart of Darlinghurst with an onsite cafe, end of trip facilities, wellness and parenting facilities and is dog friendly.

About the Role

As Client Partner you will be responsible for driving business success through the development of integrated campaign responses for your clients and revenue growth from your allocated pod of clients across both agency and client relationships.

You will report to the Head of Client Partnerships and be supported by a Client Success Manager.

Collaboration is very important to us at WeAre8 - fostering meaningful partnerships and bringing teams together across our cross-functional business units to create transformational digital advertising campaigns for our clients will be your motivator and stand out skill - we want you to bring these qualities to the team.

You will be an advocate for WeAre8 - driving commercial and marketing benefits of our platform and integrating them into your sales strategy to all clients. You will be part of a high performance sales team and one that is committed to client success and positive culture.

Strong digital and media skills, sound commercial acumen, proven success in sales strategy and revenue achievement, the ability to drive revenue success and growth, a team player and a strong sense of the media market are all required for this role.

If this sounds like your next role and you believe you have the motivation and core skills to bring to our business, then we would love to connect with you.

About You

You have a belief in and passion for doing things differently and a desire to make a difference. This might be a passion for B Corps, Sustainability, Diversity and Inclusion and other areas of social impact.

You are a natural networker/connector with a warm personality, excellent interpersonal and stakeholder management skills and you likely have experience in media, marketing, advertising, tech and digital sectors.

Responsibilities

- A positive contributor and culture creator - you will need to be inclusive, humble, committed, collaborative
- Experienced and agile commercial executive with strong digital knowledge, strong commercial acumen and proven performance

- A Team player who is driven by: 1. Client success 2. Team spirit 3. Building the world's most sustainable and effective social platform 4. Growth
- Deliver against revenue targets, client performance metrics and internal KPI's
- Strong forecasting abilities and understanding of industry trends
- Highly regarded by your peers in the media industry and also by clients
- Someone who embraces a fast paced start-up mentality, and who can multi-task across multiple business needs and tasks
- Passionate about the digital and tech industry
- A WeAre8 advocate - someone who represents our business and our offering with professionalism and integrity and passion, all day, every day

Qualifications & skills required for this role

- Undergraduate degree, preferably in media, marketing, advertising or related field
- 8 years of commercial digital media experience
- Hands-on experience in the media/digital sector
- Superior written and verbal communication skills
- Exemplary attention to detail a desire to stand out professionally
- You are resourceful, effective and efficient
- You have a proven ability to manage tight deadlines and organise multiple priorities

A note on reasonable adjustments - WeAre8 recognises that everyone is unique, and you might require some adjustments to ensure you have the best opportunity to apply and put your skills forward for consideration. If we can make some adjustments to our recruitment/interview process to support this please let us know in your covering letter.

What we offer

- Competitive salary
- Stock options
- Private health insurance
- Mobile phone reimbursement
- The opportunity to work on a global tech-for-good platform
- A dedicated focus on great company culture underpinned by our B Corp certification and our commitment to our people and our planet. Our team is our most valuable asset
- Work-life balance - we work hard because we enjoy our work and we are on a mission to make an impact, we are also a B Corp who promotes wellbeing and sustainability for our people and the planet and we offer a range of wellbeing support, culture building events and other perks

To apply please email your CV along with a covering letter telling us a little bit about yourself, your salary expectations and if you need any adjustments to our process to:

batoul@weare8.com

We look forward to hearing from you!

No recruitment companies please.