



**Role:** Partnerships Manager

**Location:** London, SE1

**Contract:** Initial fixed term until Mid July (immediate start), with potential to extend

**Holiday:** 20 days pro rata + bank holidays and Lieu days

**Salary:** Please state expectations in the application

Limelight Sports has an exciting opportunity for a **Partnerships Manager** to join its highly experienced Client Services team. The role is responsible for the identification and development of strategic relationships across a number of campaigns both in London and across the UK. You will be working within the Client Services team to help build the foundations for a number of active world campaigns.

### **Who We Are**

Limelight Sports is a sports marketing agency specialising in participation. We work with global brands such as Nike, Fitbit, MLB and J.P.Morgan to engage their audiences through active experiences and campaigns that people cannot stop talking about. We have created and delivered some of the most successful live experiences including the Royal Parks Half Marathon, the FA People's Cup, Sainsbury's Sport Relief Mile, Skyride, J.P.Morgan Corporate Challenge London and Sydney, and Swimathon, the world's biggest fundraising swimming challenge. With over 25 years' experience, a passion for sport and helping more people become active and enjoy sport, Limelight Sports is the agency of the Active World.

### **The Role**

As the Partnership Manager you will report into the Client Services team and work across all aspects of partnership development, including; developing new relationships, building partnerships, identifying opportunities for collaboration and bringing initiatives to life.

You will be required to build relationships with a wide range of organisations and sporting bodies across London and the UK, so a proactive approach to work is essential, as is the ability to report and present findings and opportunities for collaboration.

On a day to day basis you will work collaboratively with all areas of the business, including Project Management, Campaigns and Client Services, in order to deliver high quality service for our clients.

### **Main Responsibilities**

- Identify key organisations in accordance with campaign brief
- Build relationships with key organisations in accordance with campaign brief
- Understand the complex issues faced by key organisations in accordance with campaign brief
- Foster a collaborative working relationship with key organisations in accordance with campaign brief
- Create detailed reports on findings
- Identify and recommend collaborative opportunities
- Create, build and develop presentations

- Host face to face meetings with key organisations within youth sport
- Understand client objectives
- Stakeholder Management and maintain great relationships
- Monitor and track your workload against the Critical Path
- Completion of key project documentation
- If required, be able to negotiate preferable rates with key suppliers
- Where necessary, manage and monitor the financial process
- Manage effectively and efficiently allocated budget lines

## **ABOUT YOU**

As the Partnerships Manager at Limelight Sports you:

- Understand the active world landscape
- Have a proven track record of developing and building partnerships
- Are an excellent communicator
- Manage your time well and are a good multi-tasker
- Have great interpersonal skills
- Have a pro active nature
- Are a problem solver
- Are flexible
- Are creative and innovative
- Are calm under pressure and approachable at all times

## **Life at Limelight**

Limelight is a fast-paced agency and we pride ourselves on having a 'One Team' approach to the way we work, supporting our colleagues to achieve the end goal. You will be surrounded by people who are passionate about the active world and our beliefs and passions are reflected in the additional benefits you will have access to:

- Monthly We All Move sessions – we like to celebrate the active world by trying out a new activity together on the first Wednesday of the month, this can be anything from tag rugby, netball, softball or ultimate frisbee.
- Lunch time running – this is a regular activity for a lot of people in the office and culminates in a handicap 5K at the end each month.
- Flexible exercise time – we actively encourage the team to get active at a time that suits them during their working day. We believe that leaving your desk is healthy for the mind and the body.
- Thirsty Thursday drinks - on the last Thursday of each month we get together to have a few drinks so that we can catch up and socialise together.
- £100 sports contribution – all employees are entitled to claim back up to £100 a year towards sport or activity, whether that is entering an event or playing a team sport.
- Most Valuable Limelighter Award – every quarter all team members nominate their colleagues who they believe have lived our values and been the Most Valuable Limelighter. A great way to give your colleagues some recognition.

## **TO APPLY**

If you like the sound of this role and want to apply, please contact Sue Courtney at [sue.courtney@limelightsports.com](mailto:sue.courtney@limelightsports.com). Applicants should send their CV and a cover email outlining why they are suitable for this role. Closing date for applications midnight on 10<sup>th</sup> March.

