



## **PARTNERSHIP ACCOUNT MANAGER F/M**

### **Sportcarriere is assisting Team Vitality in the recruitment of a Partnership Account Manager on permanent contract.**

As one of the world's leading esports teams, Team Vitality is dedicated to developing the next generation of esports athletes, striving for excellence in all areas. The team is home to the world's top athletes on 8 games and is one of only 10 teams competing in the League of Legends European Championship, Europe's most popular esports league. Active in France, Germany and India, the club has competed in over 1000 tournaments and stood atop over 250 podiums around the globe.

To offer the best esports experience to both athletes and supporters, Team Vitality has surrounded itself with the most prestigious collaborators and supervisors, including former Olympic athletes, sports managers, as well as managers of renowned companies.

Sensitive to the educational value that must surround passionate young esportsmen and women, the club's ambition is to train the great athletes of tomorrow and do everything in their power to develop their fullest potential.

Team Vitality's Partnerships team is expanding ! Composed of 1 Partnership Director, 3 Business Development employees and 2 Partnership Account staff, the team is designed to take care of our current and future partners.

### **Missions**

Reporting to the Director of Partnerships, the Partnership Account Manager is responsible for a portfolio of partners in order to :

- Develop the activity of the portfolio of partners or sponsors ;
- Ensure the application of reciprocal commitments in collaboration with marketing ;
- Promote Team Vitality's image to the clients in the portfolio ;
- Ensure a virtuous and balanced collaboration.

The Partnership Account Manager is responsible for the following functions:

### **Partners Relation**

- Build a trust relationship, ensure a permanent and qualitative bond with partners ;
- Understand the stakes / objectives / expectations of the partner ;
- Support and guide the partners in their proposal of activations and contents ;
- Manage the relationship with any external agencies commissioned by the partner.

### **Business Development**

- Participate in the creation of a commercial and marketing strategy specific to the partnerships division ;
- Develop a budget and ensure its monitoring ;
- Design documents, reports, communication media (newsletter) and activity monitoring files ;



- Set up and monitor relevant indicators to measure the activity of sponsors ;
- Analyze activity data for each operation and identify areas for improvement

### **Operational Management**

- Ensure that Team Vitality's commitments are fulfilled according to the partnership contract ;
- Propose and monitor an annual schedule of the activity deployed within the partners portfolio ;
- Design and supervise the organization of events for partners ;
- Ensure the briefing and coordination of the teams internally in order to carry out each operation that uses the company's resources; Role of internal conductor ;
- Ensure the smooth running of events or publications ;
- Set up a watch specific to Esport activities (communication, events).

### **Profile**

#### Hard skills

- Master's degree from a business school/University with a focus on marketing, project management and partnerships ;
- 3 to 7 years of experience as an account manager or in charge of sports partnerships in a company ;
- Knowledge of esports and sport business ;
- Knowledge of digital and mastery of audience/media data ;
- Complete mastery of Microsoft (excel, powerpoint) ;
- Fluent English essential.

#### Soft Skills

- Curious ;
- Rigorous ;
- Creative ;
- Proactive ;
- Good communicator ;
- Analytical and synthetic spirit ;
- Team player.

### **Specifics**

Contract type : Permanent contract – Full time

Location : Paris (75)

Starting date: ASAP

Salary : According to profile and experience