



NEWSUBSTANCE

NEWSUBSTANCE - New Business Manager

Salary: Competitive

Start Date: ASAP

Location: Leeds

Who We Are

NEWSUBSTANCE is a UK based studio specialising in show design and bespoke performance structures. Where architecture meets drama, we offer clients creativity designed from both a strong performance point of view and engineering perspective.

We work with a broad range of clients from brands and bands to city authorities and Governments, high net worth individuals to global corporations, helping them all to deliver their messages in the most creative way possible.

We produce compelling, performance driven creative across a full mix of activities including opening and closing ceremonies, site specific installations, experiential and PR stunt activations, exclusive private parties, festivals & leading music artists, red carpet animation, customer events, automotive and product launches.

We work in territories all across the world. We love what we do.

Imagine. Design. Build. Perform. That's us.

Background To The Role

Historically, all new business has come via word of mouth or organically via existing clients. However with a desire to broaden our reach, a focused new business drive within the studio and an ambitious marketing plan to deliver - led by our Creative & Projects Directors - we are looking for someone to support this exciting new function with particular emphasis on two newly launched, innovative products.



The Role

We are looking for a positive and energetic New Business Manager to undertake the following:

- *'Phone-bashing'* against agreed targets for two newly launched products – <https://fallingstarslive.com> and <https://interstellardrone.com>
- Assisting the Directors to develop & deliver the company's plan to secure new business targets and build our reputation in the wider live events industry.
- Develop, manage and grow the company's new business database.
- Assisting with the production of new business marketing materials and literature.
- Preparing and updating the company's credentials and case studies.
- Attending key networking and industry events alongside the Directors to engage with target audience and industry contacts.
- Support the company's appointed Social Media agency ensuring the website and social channels are aligned with the new business drive.
- Working alongside the Directors to ensure ongoing intelligence is up to date on new business targets.

Key Skills:

- 2+ years of sales and new business experience.
- Confident, presentable and articulate.
- Effective project management skills.
- Strong copywriting skills and the ability to communicate complex ideas.
- Good knowledge of Word, Excel and Key Note desirable.
- Strong administration and organisational skills.
- Understanding and interest in the events & live music industry.



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Why Join NEWSUBSTANCE?

In addition to a competitive salary, employees can expect a number of benefits -

- Company Mac laptop.
- Company pension scheme after 3-month probation period.
- Training as per yearly allowance, as a group, rolled out annually and personally as per your specific needs.
- Mobile phone allowance.
- Quarterly socials.
- 24 days holiday a year plus bank holidays.
- Annual bonus (subject to business performance).

If the above sounds like you and you would like to join the expanding NEWSUBSTANCE team then we'd love to hear from you. This is a great time to get involved with one of the UK's leading creative studios.

Please email your CV to info@newsubstance.co.uk