

Commercial Partnerships Lead (Fixed Term)

Māori Television is on the hunt for a Commercial Partnerships Lead to join our newly formed Business Growth & Partnerships team. We are building a team of passionate, creative, innovative and commercially-minded people to help us forge mutually beneficial partnerships and generate new sources of funding. The Commercial Partnerships Lead will be responsible for:

- Delivering on new commercial partnership opportunities.
- Effectively managing relationships with new and potential partners to deliver on mutually beneficial commercial outcomes.
- Being the key point of contact and relationship manager.
- Monitoring and ensuring all work streams are delivered in line with our values of *kia tika, kia pono, kia aroha, kia Māori*.

This is an exciting role that will suit someone with the following skills and experience:

- Similar experience in a similar role or at least 5 years+ Account Management / Business Development sales experience.
- Understanding *tikanga* and *te reo Māori*. Previous experience working in a *kaupapa Māori* organisation in a similar role would be advantageous for this role.
- Strong partner relationship management skills.
- Relevant commercial experience negotiating and executing commercial deals.
- Strong self-motivation with a desire to drive results.
- Excellent engagement, presentation and communication skills.

If you enjoy a challenge professionally and believe this opportunity sounds like you, don't delay apply now!

To apply, please send your CV and cover letter to HR@maoritelevision.com

Please note: we encourage early applications for this role as we will be reviewing and shortlisting applications as they are received.