

Commercial Director

COMPANY PROFILE

Oy is an exceptional design/production agency located on the IJ in Amsterdam. From this location, a small enthusiastic team, with a creative director, designers, desktop publishers and project managers, works together on all the challenges between concept and production. For nearly 20 years Oy brings stories to life for brands like Sonos, Nike, WeTransfer, Arran, Templer and many more.

Oy focuses on branding, concept, design and production services for medium to large sized (international) companies. This results in the production of brand & style guides, packaging, displays, in-store installations, promotional materials, and digital productions. The informal office atmosphere is characterized by a high degree of professionalism that comes with friendship, connectedness and a good amount of humor.

JOB PROFILE

General

Oy is looking for a Commercial Director who helps to achieve new business development objectives as well as all commercial operational matters. Your focus as Commercial Director is on generating new business as well as maintaining relations and extending business with current clients. You know how to convince and retain clients based on your professional experience, insights and advice, high degree of enthusiasm and passion for design. As Commercial Director, you master all aspects within the sales process from prospecting to closing the deal.

You see the stories of our customers and know how they can be brought to life by Oy. As Commercial Director you know how to translate these stories into an efficient production process that can be managed by your colleagues.

Besides revenue responsibility you also manage all commercial operational matters including financial budgeting, process automation and agency partnerships. Together with the Creative Director you manage the overall business and determine the strategy, positioning and marketing of Oy.

The ideal candidate is goal oriented, enthusiastic, operates with integrity and has a proven track record in developing new business. You independently make the right decisions based on your knowledge and experience. You flourish in a high paced environment where the customers' interest and achieving desired results is paramount.

RESPONSIBILITIES

What you can or have:

- Academic working and thinking capacity with a degree in business, marketing or advertising;
- More than 5 years experience in a creative environment;
- Experience in developing new concepts and design;
- Relevant and active network;
- Acquisition of new clients (Hunter sales mentality);
- Extend business with current clients and manage client relations;
- Experience with large and medium sized (international) accounts;
- Strong presentation- and communication skills;
- Conduct negotiations with clients and the partner agency network;
- Surpass annual commercial objectives;
- Professional proficiency in Dutch and English.

Personal characteristics:

- Connecting leader, provides space, places people in their strength and holds them accountable;
- Inspirational, positive attitude, energetic, makes emotional connections, innovative thinker;
- Promotes teamwork and sets a good example. Has a high visibility in the company;
- High empathy level. Good listener who operates with tact when necessary;
- Ambitious, driven to lead the company to success based on a strong vision and entrepreneurship. Has the capability to create a strong an internal support base;
- Market-oriented, pragmatic, proactive and makes decisions;
- Excellent interpersonal and communication skills, ambassador of Oy; highly developed situational awareness, networker; young at heart;
- Informal, down to earth personality without a big ego or being sensitive to status;
- Self-starter, result oriented and able to assess their own performance;
- Pragmatic, entrepreneurial and a very good sense of humor.
- Flexible and always willing to take that one step extra.

Desired output

- Development and implementation of the commercial plan with a clear vision for short and long-term sales activities;
- Achieve annual sales growth objectives while maintaining margin objectives;
- Achieve annual client portfolio growth objectives;
- Further refine commercial activities and adapt to strategy changes;
- Implementing a sales and account structure that facilitates a healthy and constant pipeline of new assignments.

What we offer you:

- Competitive fixed salary and a variable bonus;
- A versatile job within a fun and passionate group of creative people;
- An informal workplace with one of the best views in Amsterdam;
- The opportunity to work with some of the world's biggest brands;
- A daily freshly prepared lunch.
- A lot of fun.

Does this sound like music to your ears? Please contact us. Send your resume and a link to your Linked-In profile and tell us why you would like to work with us and what makes you the ideal candidate. We look forward to hear from you. Applications and any questions can be send to jobs@oy.nl. Do not let us wait, you're very welcome!

Management level: Senior
Industry: Marketing, branding, concepting, design and creation
Job type: Fulltime
Area of business: Commercial management

