

Client Strategy Director

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Company: News Corp Australia

Location: Australia

Category: other-general

What's the role?

The Client Strategy Director leads the strategic function for the Newsamp team aligned to a specific sales patch to sell and deliver connected, integrated and customised business oriented solutions and partnerships focused on driving client results.

It will work with the sales, digital and product teams to generate demand and create market leading pitches - leveraging assets & brands from across the News Corp Australia portfolio.

Support a cross-functional team consisting of strategy, solutions and insights functions that creates valued business partnerships and proactively identifies business opportunities for clients, working with Media and Advertising.

Work with the sales, digital and product teams to generate demand and create market leading pitches - leveraging assets from across the NCA portfolio that deliver on client's business objectives/priorities.

Develop a strong understanding of client's business drivers to address these needs through strategic advice, data and insights.

Provide strategic leadership and direction and take action to build relationships with relevant internal stakeholders and externally with clients and agencies.

Play a key role in driving and delivering the News Corp commercial strategy

Who are you?

Experience within the media, advertising, publishing or marketing industry

Substantial experience in media strategy, planning and execution

Understanding of how to lead a team with an eye for talent and ability to identify development opportunities to grow the skills of others

Experience in client and category business planning, sales strategies, market pitching and securing revenue and increasing market share

Experience developing end-to-end, strategic commercial solutions and partnerships that drive revenue

Knows how to build and nurture relationships internally and externally

Ability to negotiate, problem-solve and overcome issues while maintaining a respectful approach

Highly organised with an eye for detail and an acumen for numbers

Excellent communication and presentation skills and a keen understanding of how to craft and evolve narratives.

News Benefits

News Benefits is our way of saying thank you to our people for their valued contribution to News, our audiences, clients and communities. Thanking them for the great things they do daily, for the greater good of Australia. Our benefits include:

Exclusively ours Access to publications and products from across the News Corp family

Health & wellbeing Advice, support and facilities for healthy minds and bodies (including an onsite gym at our Adelaide, Brisbane & Sydney offices)

Time off News offers a range of leave options to support your personal needs and moments that matter in life: Parental leave, Birthday leave, Volunteer leave, Career break and Compassionate leave.

Helping you grow Development opportunities (including diversity and inclusion -

focused education series) and recognition

Financial wellbeing Support on making the most of your money

Perks & discounts - Exclusive offers across a range of products and services

Giving back Make a difference to our communities.

Workplace Inclusion and facilities Engage with your passions through various employee-resource groups and accessibility to multi-faith quiet rooms & parents' rooms

Who are we?

Newsamp is a creatively driven team focused on partnering with clients to develop custom marketing solutions that leverage the full scope of NewsCorp Australia's portfolio of assets to create outcomes for clients and generate revenue for News Corp. The Newsamp team collaborates directly with the sales team and functions as externally-facing, client-focused marketing experts.

What's next?

Apply now or for more information on careers at News Corp Australia visit

www.newsCorpAustralia.com/careers

Our Commitment to Diversity, Equity and Inclusion We know that diversity strengthens our teams and newsrooms as we seek to tell stories that represent the diverse communities of Australia that we serve. Our people make us unique and we all have a story. We encourage people of all ages, backgrounds, races, cultures, religions, sexual orientations, abilities and gender identities to apply. Inclusion is important to us and we want everyone at News to bring their whole-selves to work. If you require any accommodations or adjustments throughout the recruitment process, or would like to outline which pronouns you prefer, please feel free to let us know.

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Equity and Inclusion at NewsCorp Australia please visit

[www.newsCorpAustralia.com/careersunder the DEI section.](http://www.newsCorpAustralia.com/careersundertheDEIsection)

Category:

Client

We are proud to be Australia's most impactful media group, we're even prouder of what we

stand for: Together, we inform, advocate and inspire all Australians, for a better Australia. With over 150 brands across news, sport and lifestyle, backed by a team of more than 5,000 dedicated people across the country, News Corp Australia is trusted by over 17 million Australians a month to provide the information and inspiration they seek across multiple digital, video, audio and print platforms.

Renowned for world-class journalism and marketing services nationally and internationally, we are passionate, creative and dynamic. We offer a fast-paced environment that encourages individuals to take control of their future and challenge themselves in ever-changing fields.

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