



STANBURY & COMPANY

STANBURY & COMPANY (AU) PTY LTD
L18 Riverside Centre
123 Eagle Street
Brisbane City, QLD 4000
ACN: 622604719
E: careers@stanburyholdings.com

BRAND AMBASSADOR

LOCATION(S)

WORLDWIDE: All Countries

Phase I: India, China, Indonesia, US, Pakistan, Nigeria, Brazil, Bangladesh, Mexico, Ethiopia, Philippines

Phase II: Egypt, Congo, Dem. Rep., Vietnam, Russia, Turkey, Japan, Tanzania, South Africa, Kenya

ABOUT OUR COMPANY

Stanbury & Co. is a research, advisory, implementation and operational private equity house. Our project experience includes more than \$1 billion of projects at various development stages.

Our client portfolio includes renowned entities in the Fortune 500, Forbes Global 2000, Private Equity Funds, Leading Private Companies and Trade Organizations.

In addition, Stanbury Labs, an affiliate of Stanbury & Co., is involved in the development of technology solutions powering various proprietary and client infrastructure, e-commerce, B2B and B2C enterprises and organizations operating globally across various industry verticals.

JOB DESCRIPTION

You will be part of a global team made up of technical, business and operational experts playing an active role in all aspects of the client engagement, both internal and external.

In this role, you will lead and execute brand-building activities including marketing, sales and relationship management for assigned brands and markets.

You will create new sources of business through networks you create individually and through corporate events. You will achieve repeated business through the development of strong relationships and regularly exceeding customer expectations.

ESSENTIAL RESPONSIBILITIES

In this role, your responsibilities includes:

- Develop leads and mature them to closed deals



- Generate positive impressions during the shopping and buying experiences by serving customers in a friendly, professional, and prompt manner
- Match customers to the appropriate products and solutions by actively listening to their needs.
- Identify, handle and close hot prospects
- Ensure the customer receives a first class experience, every time
- Maintain ongoing personal communications with customer and achieve high ratings for customer satisfaction in internal surveys and through external sources.

REQUIREMENTS

- Undergraduate or Masters level degree in Marketing, Business Administration or related field from an accredited university
- A minimum of 2 years of professional experience in strategic marketing, product marketing, market analysis, consumer insights, sales/branding or related field experience
- Strong business acumen, strategic thinker and ability to work across business lines and industry verticals
- Have the ability to close out deals
- Demonstrated capacity as an influencer in the 15 – 40 years of age social brackets
- Excellent oral and written communications skills with a knack for compelling storytelling
- Strong interpersonal and leadership skills including demonstrated mobilization skills
- Strong analytical and process skills
- Omni Channel Marketing experience with at least 1 year of demonstrated experience including digital/social media
- Leadership: Ability to influence in a cross-functional environment, work with global teams and establish credibility across diverse customer cultures
- Personal Attributes: Excellent verbal and written communication skills, ability to listen and translate customer feedback to drive product and service solutions development
- Ability to work collaboratively in a team environment including with remote team members globally
- Ability to work effectively with people at all levels in an organization
- Demonstrated ability as a self starter
- Have strong visual skills with careful attention to detail
- Ability to prioritize and manage work to adhere to critical project timelines in a fast-paced ambiguous environment
- Experience working with cross-functional teams
- Ability to thrive in an unstructured and dynamic environment
- Proficiency in English, both spoken and written in a professional environment
- Ability to work with global teams in different time zones and of different cultures
- Working experience with CRM tools including ZOHO and/or Salesforce is a plus
- Willingness to travel regionally and as needed, internationally



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WORKING CONDITIONS

- This role will be on a full time basis
- Compensation commensurate with experience – base salary and commission/bonus based
- Work life balance
- Flexible working hours
- Community Involvement and activities
- Fun activities
- Much more