



## **ABOUT CAMP4 COLLECTIVE**

Camp4 Collective is a creative studio and production company making stories far beyond the conventions of Hollywood. Specializing in character-driven, multimedia brand storytelling and advertising that connects audiences to the awe of the natural world and the people who thrive there. We are a small but mighty creative powerhouse looking to grow our team.

For more than a decade, Camp4 has earned its reputation as the go-to content studio for brands including Apple, The North Face, Merrell, Columbia Sportswear, Brooks Running, Dick's Sporting Goods, BF Goodrich, John Deere, and many, many more. Camp4's work has garnered numerous advertising awards and film festival honors.

## **THE OPPORTUNITY**

Camp4 Collective is looking for an organized, outgoing, professional, and positive team member to leverage Camp4's proven track record and roster of talent to find new partnerships and commercial opportunities. This role isn't shy to shout from the mountain tops to celebrate the incredible work of Camp4 and our team.

Ideal candidates understand the broader content ecosystem and can identify areas of growth to expand the work we are doing with existing clients AND develop strategies to identify and secure new contracts. Previous experience working for a brand or with an agency/production company is required.

**TITLE:** Sales Director

## **RESPONSIBILITIES**

- Develop and execute sales and growth strategies for both new client acquisition and existing client retention
  - Coordinate with Managing Director and Creative Director to identify and communicate new client opportunities
  - Arrange and conduct new business meetings with prospective clients
  - Promote and pitch Camp4 Collective's services and team
  - Work with directors to develop and pitch project ideas
  - Track and report sales outreach metrics using CRM
  - Work with creative and production teams to develop client proposals
  - Negotiate budgets and contract terms when appropriate
  - Support production and client services team throughout client projects when appropriate
  - Build long-term relationships with existing clients and prospects
  - Maintain an overall collaborative and cooperative attitude
- Can work remotely but must spend 5 days per quarter in our Salt Lake City office.



## **DESIRED EXPERIENCE & SKILLS**

- Minimum 4 years previous experience working for a creative agency or production company in business development, sales, account management or executive production OR comparable experience working in marketing or development for brands.
- Strong knowledge and understanding of commercial film production and industry standards
- Demonstrates polished communication skills
- Significant existing network of relationships in the ad agency and/or brand marketing space
- Demonstrated ability to manage multiple tasks and projects simultaneously
- Self-starter: You get up on your own to rally for a dawn patrol or early morning trail run. You don't need your roommate to drag you out of bed.
- Interest in outdoor recreation, sports, culture, or conservation is a plus.
- A successful candidate will have strong social and sales skills. You genuinely enjoy social interactions and building relationships with a wide variety of people.
- We welcome any human on our team that meets our requirements — any race, color, height, weight, gender identity, background, nationality, physical ability, or eating habit is welcome.

### **Benefits:**

Compensation is salaried plus commission, and negotiable as a function of experience. We expect to pay a moderate base salary starting at \$90,000 DOE + commission on sales directly attributed to your efforts.

Total pay includes reimbursements for a portion of private health insurance, plus all work-related mileage, travel, expenses, and device usage.

Vacation/time off is unlimited. We strongly encourage our people to play and explore the world outside of work. As such we don't limit time away, rather, we expect each other to take ownership of one's results and live fully both within and beyond Camp4.

Please EMAIL ONLY a cover letter and resume in PDF format with BUSINESS DEVELOPMENT in the subject line to [info@camp4collective.com](mailto:info@camp4collective.com).