



Commercial Manager

Opened in 2021, Harry Potter: A Forbidden Forest Experience is an official experience partner of Warner Bros., producing a new concept experience for fans of the film franchise.

A night-time woodland trail filled with magical creatures and wizarding wonders from the Harry Potter and Fantastic Beasts films, guests explore the sounds, lights, and special effects that bring the magic of the Wizarding World to life. The trail has already won awards within the experiential tourism industry and is set to become a global project. With expansion plans for multiple sites around the world, with a focus on Europe and America in 2022-23, we are expanding our team to facilitate this exciting growth.

Location:

Remote working with flexibility to travel for meetings and site visits. During the event delivery phase you will support operations by attending event sites. Office space is available in Stamford, Lincolnshire, but attendance at the office is not mandatory.

Working Hours:

Typically, 09:00 – 17:00 or 10:00 – 18:00 five days per week. Some evening and weekend work will be required during key project phases. Flexibility on working hours is a must, given transatlantic teams.

Salary:

Up to £300 per day depending on experience. Freelance position.

Overview:

As the project moves into an exciting phase of global expansion, to multiple sites, we are looking for a hands-on Commercial Manager within this fast-paced environment. You will be assisting the Commercial Lead with the day-to-day tasks relating to the management and delivery of the Experience's commercial programme. Typical responsibilities will be managing and delivering competing commercial priorities, reporting on progress and communicating to drive effective project delivery.

Responsibilities:

- Assist the Commercial Lead in evaluating, planning, managing and delivering all revenue generating work streams, including the sponsor sales process.
- Assist the Commercial Lead and Executive Producers in the tender and evaluation process, for third party suppliers, related to other key commercial projects
- Actively manage specific project timelines, milestones and budgets.
- To play an active role in the execution of a storytelling and data-driven sales process by researching the market and completing necessary due diligence for lead development, approach, pipeline management, negotiation and contracting.
- Develop and manage supporting commercial materials and related resources.
- Help identify trends and other opportunities that may create additional revenue opportunities and assist in the feasibility and execution of these.

- Where necessary, manage third party contributors and partners.
- Actively collaborate with colleagues to contribute to the development and delivery of strategic, business and operational plans.
- Own and deliver any agreed on-site activation and budgets.
- Act as an ambassador for, and promote the best interest of, the Experience at all times.
- Undertake other duties as may be required from time to time as they are consistent with the responsibilities of the role and the needs of the Experience.

What you'll need to succeed:

- Interest in Entertainment/Film Franchise, branding and revenue generation
- Experience and evidence of successfully driving revenue and selling sponsorship solutions with a sophisticated, consultative approach
- Strategic thinker with an analytical mind
- Ability to multitask and handle multiple on-going projects
- Strong influencing and presentation skills
- Proven success at building excellent working relationships
- Evidence of sound commercial judgement and decision-making capabilities
- Highly organised and adaptable with a keen eye for detail
- Enthusiastic, self-motivated team player with the ability to show initiative
- Commercial interest in driving revenues
- Able to travel occasionally with some weekend work required

Key requirements:

Must be able and have experience in using Google Drive and the Google suite of applications including Sheets, Word, Google Meets.

Must have experience related to management of budgets and the creation and management of Gantt charts.

If you are interested in this role, please send your CV and Cover Letter to staffing@ravenswoodexp.com.

For more details about the project please see our website:
www.hpforbiddenforestexperience.com.

Article giving details on the project:
<https://blooloop.com/brands-ip/in-depth/harry-potter-a-forbidden-forest-experience/>

This role may be closed without notice due to the volume of applicants.