

Data Partnership Manager

JOB SPECIFICATION

Employer	Data Locator Group Ltd	Reports to	Head of Acquisition
Hours	Mon to Fri 9am - 5:30pm (Full Time)	Salary	Competitive
Location	64 Clarendon Road, Watford, Hertfordshire, WD17 1DA.		

Job Purpose

Data Locator Group Ltd (DLG) and *PDV Ltd* are leading UK consumer data specialists. DLG's database is the largest, most recent, fully opted-in lifestyle database in the UK. PDV is our brokerage business working with quality data partners. Together we serve a wide range of clients across a variety of different verticals.

As part of our ambitious growth plans we have recently acquired *Transactis*, a members-only business specialising in transactional data - enhancing our data solutions even further.

To help deliver our growth, this person will be responsible for a large purchasing budget, developing key data partnerships across the business as well as recruiting new members to join *Transactis*. This is an exciting opportunity for someone to really make a mark in a high profile role.

Key Responsibilities:

- Receive campaign briefs across a wide range of market sectors;
- Respond in a professional and timely manner;
- Identify, research and target new data suppliers and partnerships;
- Negotiate terms with data partners; including rates, volumes and net names;
- Manage compliance and due diligence requirements for all new data partners;
- Maintain continuous communication with the supply chain and develop strong working relationships – which may require UK travel from time to time;
- Ensure timely receipt of data to ensure we can deliver campaigns on time;
- Ensure timely return of unused data to suppliers;
- Optimise campaign performance based on clients' results;
- Develop and target a prospect list of potential *Transactis* members
- Prepare, present and sell *Transactis* membership to new prospects.
- Collaborate with internal departments including Sales, Data, Production, Campaign Management, Compliance and Finance;
- Maintain DLG and PDV's high quality standards at all times;

Key Skills and Experience:

Essential:

- At least three years' experience in a consumer data buying role where you can demonstrate success;
- Strong negotiation skills;
- Previous experience of budget responsibility;
- Excellent telephone communication skills;
- Ability to build and maintain supplier relationships;
- Able to work off own initiative;
- A good understanding of the consumer data and direct marketing industry.

How to apply

Email your **CV** to:

HR Manager at recruitment@dlg.co.uk