



VACANCY

# Interim Benelux Partnerships Manager

## Requirements

- Over four years of experience
- In B2B sales
- Within start- or scaleups
- Team management and leadership
- Data analysis
- Fluency in Dutch

Amsterdam Minimum of 4 years experience



**With over six million users in 36 countries, TicketSwap is on a mission to become the world's favorite platform for buying and selling tickets. The Interim Benelux Partnerships Manager will forge long-term relations between TicketSwap and Dutch and Belgian ticketing companies, event organizers, and venues, to help TicketSwap achieve this goal.**





## ABOUT THE COMPANY

# TicketSwap

**TicketSwap aims to provide a fair, safe, and secure way for fans to experience their favorite artists, festivals, sports teams, and more. Whether fans are desperately looking for last-minute tickets to that sold-out Beyoncé concert, Pinkpop, or the European soccer finals, TicketSwap is the marketplace for them. For fans in possession of tickets but unable to attend, TicketSwap allows them to recoup their cost. Prices are capped at 120 percent of the original price, preventing usury on reselling tickets and keeping the focus on regular, trustworthy people. But fans can also buy primary tickets straight from the event organizer. For this, TicketSwap has partnered with over six thousand providers worldwide.**



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# Interim Benelux Partnerships Manager

**Assignment:** The Interim Benelux Partnerships Manager (in short: Interim Manager) is responsible for building long-term relations and closing concrete partnership deals with ticket issuers, event organizers, and venues in the Netherlands and Belgium.

**Domain:** Partnerships and (New) Business Development within the entertainment sector.

**Team:** The Interim Manager will lead a team of five ambitious sales and partnerships professionals (business development and account management). Together, they are responsible for the continued development of new and existing partnerships.

**KPIs:** The Interim Manager delivers on the assignment by fully owning the sales and account management strategy for the Dutch and Belgian markets. Concretely, this entails:



- Steering and supporting the business development and account management team members;
- Continuous development of data-driven market knowledge;
- Translating market opportunities and trends into operational action points;
- Maintaining and enhancing international collaboration with other partnership teams across TicketSwap, to benefit from shared networks and knowledge sharing.

**Biggest Challenge:** Building long-term, trust-based relationships while also ensuring quick delivery of results in the form of concrete deals. To make new partnerships successful for both sides, the Interim Manager operates in a way that is data-driven and communicative. They follow due process to set up the right KPIs to assess whether a pilot is successful, and they ensure partners are coached throughout the onboarding phase in order to keep success rates high. ■



**Interested?** TicketSwap is working with Top of Minds to fill this vacancy. To express your interest, please contact Ian Dove at [ian.dove@topofminds.com](mailto:ian.dove@topofminds.com).

