Downloaded from <https://www.velvetjobs.com/job-descriptions/sponsorship-executive>

# Example of Sponsorship Executive Job Description

Our company is growing rapidly and is looking for a sponsorship executive. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for sponsorship executive

* Report to and work closely with the VP, Media Sales
* Prospect leads, cold call and build relationships
* Identify and access decision makers
* Maintain a consultative sales approach with a strong closing dimension
* Have a strong and enabling attention to detail
* Be both strategic and tactical
* Effectively utilize internet and sales databases
* Be responsible for the US sales territory
* Contribute individually, but also work in a team environment and partner with internal stakeholders
* Maximize profits and reach target revenue goals

## Qualifications for sponsorship executive

* 5+ years sales experience, with demonstrated ability to grow revenue
* Support the management of Events Online, the online portal for corporate hospitality bookings outside the central programme
* Grow partnerships at all levels of management within and outside of the company
* Exemplify flexibility to change direction rapidly as the situation or business initiatives, necessitates
* The ideal candidate for this position will be experienced, talented and dynamic sales with a wide range of industry contacts
* 5-10 years of sales experience (3 to 5 years of integrated and talent sponsorship experience)