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# Example of Sponsorship Executive Job Description

Our company is searching for experienced candidates for the position of sponsorship executive. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for sponsorship executive

* Effectively present all advertising and sponsorship promotional packages enhancing the client's enthusiasm for the opportunity presented for the organization overall
* Work with Sales Manager to develop sales plan(s) for successfully meeting individual and team advertising sales goals
* Develop and enhance positive relationships with clients through a high level of contact in social settings or by taking full advantage of other relationship-building or entertainment opportunities
* Ensures sponsors are handled with “white glove customer service” in attendance at all GCU events
* Presents regular reports on the development, delivery and management of the strategic sponsorship plan to senior management team
* Quota Overachievement in retaining and growing Total Sales Bookings (TSB) to ensure Net revenue growth for given portfolio of events and/or clients with an experience of handling End to End Sales process
* Strong prospecting skills and work collaboratively with team and Lead Gen Executive
* Grow account base and revenue in the assigned sales
* Meet revenue goals set for assigned activities
* Know and be able to discuss all products and Association policies relating to sponsorship

## Qualifications for sponsorship executive

* Energetic and eager to secure new business
* Vibrant personality who can adapt to an array of characters
* Ability to work well under pressure, meet strict deadlines and use initiative
* Identify and solicit new local corporate partners
* Assist Client Service Coordinators in the execution of multiple partnership agreements
* Experience with multiple sports and entertainment property sales a plus