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# Example of Sponsorship Sales Job Description

Our innovative and growing company is looking for a sponsorship sales. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for sponsorship sales

* Find, pitch, sell and secure sponsorship opportunities
* Develop, refine and maintain a pipeline of Fortune 500 client relationships
* Research prospects and industries
* Develop prospect list with Managing Director of Sponsorship Sales
* Generate and arrange meetings with brands though networking, cold calling and other methods of canvassing
* Develop detailed sponsorship decks with activation ideas and concepts for brands
* Lead internal teams in preparation for meetings
* Pitch sponsorship and marketing partnerships
* Manage accounts through activation
* Collaborate with internal departments to discover opportunities and advise how to maximize relationships

## Qualifications for sponsorship sales

* 3-5 years relevant experience with strategic sales marketing
* Prior sponsorship sales experience preferred
* Must have sponsorship sales experience a venues
* Strong background in sponsorship advertising and a proven ability to generate sales
* In depth knowledge of the Media Industry
* Outgoing, energetic self-starter with a passion