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# Example of Sponsorship Sales Job Description

Our company is hiring for a sponsorship sales. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for sponsorship sales

* Work on simultaneous goals/priorities for multiple client deliverables effectively and efficiently
* Collect and monitor insights and best practices for key categories to share with sales leadership team and presidents
* Maintain and grow revenue and quantities in Singapore, Malaysia, Indonesia, and Thailand in line with forecasts
* Drive sales of integrated marketing ideas for Live Events, the ESSENCE Festival especially
* Work collaboratively with the Client Solutions team, which develops integrated program assets for Live events clients
* Work effectively with ESSENCE Sales team on prospecting and pitching
* Own sponsorship revenue goal and provide on-going revenue pipeline and forecasting updates to leadership
* Manage, build and develop a select list of client and agency relationships for sponsorship sales that include omnichannel integration
* Bring innovative ideas to the table to package and sell
* Negotiate and manage business terms in Sponsorship contracts

## Qualifications for sponsorship sales

* A creative salesperson with the ability to open doors and a demonstrated track record closing innovative sponsorships and integrated marketing programs and reaching targeted quotas
* Experience of taking brief and developing solutions to meet that brief
* Proven ability to identify and grow new clients
* Successful track record of selling to C level clients at large Chinese outward facing corporates in industries such as finance, IT, communications, and travel
* Minimum 7 years of sales in selling high-ticket information services and advertising of premier brands
* Proven track record in winning new business