**SPONSORSHIP MANAGER**

* A bachelor’s degree in related field
* Fluent in written and spoken English
* Minimum 4-5 years’s sponsorship, sales, advertising or marketing experience,
* Proven sales and negotiation skills within either expo sales or sponsorship sales
* Ability to structure and create compelling sales proposals,
* Excellent organisational and multi-tasking skills
* Ability to collaborate with a wide range of different people within the business,
* Good professionalism, verbal, written, listening and public speaking skills,
* Strong communications skills,
* Ability to use initiative,
* Must be very well organized with strong time management skills

**Key Responsibilities**

* Manage the sale of sponsorship opportunities across a wide array of industries and events, plus;
* Identify prospective clients via targeted lead research within an assigned market
* Meet sales targets for individual events
* Have the ability to work independently with limited supervision
* Develop a continuous pipeline of leads to generate new business opportunities