

Sponsorship Consultant

Sponsorship Consultant is responsible for selling event sponsorships and vendor spots. Initiate, build and maintain partnerships to grow sales and client's exposure to potential costumers.

Learn partner objectives, sales, marketing and community development initiatives as well as interests related to partner needs, wants and likes and dislikes.

Sponsorship Consultant should be a confident, creative individual with strong communication and organizational skills. Highly personable, motivated and proactive self-starter.

Knowledge of and passion for running and multisport events is preferred but not required.

Other responsibilities include:

Sponsor prospecting by phone, email, in person, proposal customization and presentation, contract revision and servicing, and sponsor follow-up and support.

Coordinating with event director prior events.

Maintain weekly communication on all activity reports.

Prepare sales proposals.

Compensation

Competitive commission structure.