

Sponsorship Sales Manager

Salary: Competitive base salary plus high commission earnings potential

Location: Home based role, with some degree of flexi-working.

Type: Full-time, permanent.

Reports to: Managing Director



About Corinium Global Intelligence

We're excited by the incredible pace of innovation and disruption in today's digital landscape. We provide insights to C-Suite executives focused on data, analytics, AI and digital transformation through conferences, private events and research.

For the past 6 years, Corinium Global Intelligence has been producing global conferences, custom events and content for a cross-industry audience of executives with roles in: data, analytics, data science, digital transformation, marketing, finance, learning, customer experience, and more. Our global community of over 700,000 contacts, look to Corinium to help them overcome challenges and take away actionable strategies to take their company to the next level and improve every area of their organization.

We're looking for great people to join us on our rapid growth journey; within the last few months Corinium Global Intelligence has featured highly in both The Sunday Times Fast Track 100 and the SME Export Track 100 lists.

Your Role and Our Culture

As a Sponsorship Sales Manager, you will have the opportunity to cultivate relationships with today's leading solution and service providers, from large enterprise software and consulting firms to small start-up companies, to sell across an assigned portfolio of conferences. You will be tasked with building a pipeline and developing a strategy to meet and exceed the sponsorship sales goals on each of your events. While we may be spread over various continents, the Corinium team works closely together, using remote working technologies to foster a collaborative and nurturing environment. Our culture of co-operation, respect and ethics make this sales team particularly unique. We are looking for someone who is not only a self-starter and tenacious salesperson, but also understands and supports our mutual goal of team success.

And last, but by no means least... as a 100% remote working company, you will need to be an exceptional communicator and ambassador of our incredible company culture. We love our culture and are very proud of it.

Responsibilities

- To exceed agreed revenue targets for each campaign.
- Research, identify and close new business.
- Maximise revenue from new and current/previous sponsors.
- Build, nurture, and maintain strong relationships with senior level decision makers (with a focus on maximising future revenue).
- Understand your customer's needs and drivers. Build bespoke opportunities based on this understanding.
- Demonstrate aptitude for understanding the new concepts, topics, titles and industries that are represented in the conferences you sell.
- Demonstrate ability to build and maintain a healthy pipeline of qualified leads/business.
- Achieve agreed KPIs for pipeline progression.
- Actively liaise with other key departments, and maintain effective communication with your event teams.
- Accurate reporting, forecasting and campaign management.
- Fully embrace the use of Corinium's CRM to the fullest of its capabilities.

Skills & Attributes

- Ability to work remotely. Must have exceptional time management skills and work ethic.

- Ability to identify qualified, prospective clients and develop loyal customer relationships, mostly via phone and email.
- Excellent verbal and written communications skills.
- Proven ability to identify new revenue streams and execute a sales strategy that meets goals and objectives.
- Inside sales experience.
- Internet research, prospecting, probing, lead generation and closing.
- Able to work in a fast-paced environment and to work under pressure, organize and multi-task.
- Willingness to take ownership for personal targets and responsibilities.
- Knowledge and experience selling in a B2B environment.
- You are not intimidated by the challenge of contacting top, executive-level decision makers.
- Positive, mature and ambitious.
- Energetic and enthusiastic.
- Team player.
- Eager to develop and improve.
- Recognizes the challenges of working for a start-up but embraces the opportunity to be a contributor to its success.

Experience

You should have at least 2 years Sponsorship Sales experience, preferably within the events/conferencing/publishing sector.

Benefits

The role offers a competitive base salary, plus high commission earnings potential, and benefits such as a contributory pension scheme and the chance to travel across the world to our events. This is a great opportunity for a successful candidate to join a dynamic company in a rapidly evolving space.