



Sponsorship Sales Manager

Salary: Competitive salary + super + uncapped commission

Location: This is a work from home role for candidates based in Australia, New Zealand or Singapore.

About Corinium

We are a rapidly growing company which specialises in events and digital publishing. An innovative company of around 100 remote workers based across the globe, we are entering our next stage of growth. We have a very strong culture at Corinium. Everybody who works as part of our team has contributed to our phenomenal growth. We consider a strong culture of trust, teamwork and innovation to be at the heart of everything we do. For this reason, we have strong client relationships and a trusted brand in our communities.

Our focus is on providing industry-leading content, conferences and events for the emerging C-Suite in sectors such as Data Analytics, Artificial Intelligence and Cyber Security.

About the Role

As our 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. You will have the opportunity to sell across a variety of products that may include some or all of the following: physical event sponsorships, digital event sponsorships, custom roundtable sponsorships, and content. 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. You will be expected to contribute your thoughts, ideas, and insights to your event teams, your manager and your colleagues.

While we may be spread over various continents, the Corinium team works hand in hand, using remote working technologies to foster a collaborative and nurturing environment. Our culture of collaboration, 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.

Skills and Character Traits

- Ability to work remotely. Must have exceptional time management skills, work ethic and dedicated remote workspace (in your home or otherwise).
- Tenacity to seek out answers and find the tools you need both internally and externally. But also when necessary, the willingness and ability to improvise and/or create the tools you need right now.
- Excellent verbal and written communications skills.
- Ability to identify qualified, prospective clients and develop loyal customer relationships, mostly via phone and email.
- Comfortable being on video calls with clients and colleagues.
- Proven ability to identify new revenue streams and execute a sales strategy that meets goals and objectives.
- Internet research, prospecting, probing, lead generation and closing.
- You are not intimidated by the challenge of contacting top, executive-level decision makers.
- 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.
- Comfortable pivoting toward new initiatives that drive the business forward.
- Positive, mature, ambitious and energetic.

You will be responsible for:

- To exceed agreed revenue targets for each campaign.
- Practice effective time management; being able to identify, communicate, plan and prioritise objectives while working remotely.
- Research, identify and close new business.
- Build, nurture, and maintain strong relationships with senior level decision makers.
- Understand your customer's needs and drivers. Build bespoke opportunities based on this understanding.
- Demonstrate aptitude for understanding 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.
- Building and tracking your pipeline in its entirety within the CRM. Building your own custom proposals, presentations, and other sales tools when necessary.

Requirements

- You should have at least 3 years Sponsorship Sales experience, preferably within the events/conferencing/publishing sector.
- Knowledge and experience selling in a B2B environment

Package

The role offers a competitive salary, superannuation and uncapped commission. This is a great opportunity for a successful candidate to join a dynamic company in a rapidly evolving space.

Contact

To apply for the role please submit your CV and covering letter to chris.beales@coriniumgroup.com.