



Arinex Pty Ltd Sponsorship Sales Manager (Sydney)

Are you driven by smashing targets, working with a talented team and connecting with clients from a range of industries in Australia and internationally?

We are currently looking for a Sydney based passionate and innovative **Sponsorship Sales Manager** to join our dynamic Sponsorship and Exhibitions Team. This role will provide the opportunity to showcase your talent in prospecting for new potential leads and demonstrate strong account management skills in servicing our clients. You will be responsible for maximising sponsorship and exhibition revenue across events and identifying other revenue opportunities across the business.

Key responsibilities of your role include:

- Identify and develop new business via telephone and email to drive sponsorship revenue across events.
- Implement strategies to maximise sponsorship revenue.
- Manage client expectations to attain the best possible way to secure sponsorship, increase sales and determine feasibility of sponsorship for each event.
- Create and develop relevant, engaging sales collateral.
- Conduct research and identify potential leads to secure sponsorship across various industries.

To be successful in the role YOU will have:

- Tertiary qualifications in Marketing, Sales or other related disciplines.
- Demonstrated experience in account management, sales and marketing.
- A drive to meet and exceed targets.
- Demonstrated credibility when building professional relationships with existing and new clients.
- Experience in delivering innovative client-focused solutions based on client needs.
- Negotiation and closing skills.
- Experience in using EventsAir, Salesforce or similar events software is desirable.

In return, we offer the chance for you to work with a talented team, in a dynamic working environment, where you'll have the opportunity to enhance your skills and your career with an industry leader.

If smashing targets and connecting with an array of national and international clients drives you, we can offer you exciting challenges and competitive financial incentives.

If this job opportunity is sparking an interest for you, we encourage you to apply! All applications are to be supported with a cover letter (covering your relevant experience and stating your salary expectations) along with a copy of your current resume. **Follow this link to submit your application: [Apply Here](#)**

About Arinex

The Arinex culture is dynamic, fast paced, fun and has a friendly team environment with like-minded people. As leaders in our field we pride ourselves on the ability to work hard both as a team, and also on our own, to achieve great things for our clients and our staff. We believe in developing our staff to achieve their full potential whilst having fun along the way. Staff are able to enjoy substantial training; professional development and promotion; advanced support systems and technology infrastructure; and travel experiences. We pride ourselves on providing a work environment that encourages a sense of identity and a sense of enjoyment.



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