



## Arinex Pty Ltd Senior Sponsorship Account Coordinator

*An exciting opportunity for a high performing Sponsorship Sales professional with a passion for business events with Australia's leading professional conference organiser.*

We are currently looking for a passionate and innovative **Senior Sponsorship Account Coordinator** to join our skilled Sponsorship and Exhibitions Team. With a focus on event sponsorship and exhibition sales, this role will suit a results-driven account manager with a passion for building fruitful business relationships. You will lead the day-to-day execution of sales campaigns, working in a fast-paced and creative environment. You will be surrounded by a supportive and experienced team; working directly with our amazing clients who come from an array of industries.

Learn from the best in this exciting role. Winner of a Global Collaborative Award in 2018, check out the video case study at; <https://arinex.com.au/client-outcomes/>

### Key responsibilities of this role include:

- Develop and implement strategies to maximise sponsorship revenue for our clients.
- Conduct market research and identify potential sponsorship leads.
- Create and develop compelling sponsorship prospectuses.
- Identify and develop new business via telephone and email to drive sponsorship revenue across events.
- Manage relationships with clients, sponsors and exhibitors from around the globe.
- Develop and maintain a qualified, up to date database of potential sponsors and exhibitors for allocated files.

### To be successful in the role YOU will have:

- A strategic mindset
- Excellent research and writing skills
- Experience in account management, sales and marketing.
- Proven track record of new business generation and sales.
- Ability to build and strengthen B2B relationships.
- Experience in delivering innovative client-focused solutions.
- A talent for presenting and strong negotiation skills.
- Knowledge of EventsAir, Salesforce or similar events software is desirable.

Each day you will be working on a diverse range of projects that will both challenge and inspire you. Working beside clients in areas of science, medicine, environment, education, construction just to name a few, whose events are changing the world in which we live.

If this job opportunity is sparking an interest for you, we encourage you to apply! Please use the following link to download and complete the application form: [Arinex Application for Employment](#). Then submit this application form as a MS Word file, with a Cover Letter and CV via LinkedIn: [Apply Here](#)



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### About Arinex

Arinex has built a respected reputation for delivering inspiring experiences and total event solutions over four decades. The Arinex culture embraces a fast pace that encourages innovation and imagination. We are a culturally diverse and a creative community of industry experts. As leaders in our field we pride ourselves on the ability to work smart to achieve great outcomes for our clients and our staff. We believe in developing our staff to achieve their full potential whilst having fun along the way. Staff 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, achievement and enjoyment.



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