



Arinex Pty Ltd Sponsorship Account Coordinator

Are you ready to take your sales career to new heights within Australia's leading conference, incentive and special events team ARINEX?

We are currently looking for a passionate and innovative **Sponsorship Account Coordinator** to join our skilled Sponsorship and Exhibitions Team. With a focus on corporate sponsorship and exhibition products, this role will suit a driven account coordinator with a passion for building fruitful business relationships. You will support the Account Managers in leading the day-to-day execution of campaigns, working in a fast-paced and creative environment with our amazing clients who come from an array of industries. This is an entry level position with a development opportunity over time, to be responsible for managing your own projects.

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:

- Support the Account Managers in developing new business via telephone and email.
- Manage relationships with clients, sponsors and exhibitors from around the globe.
- Create and develop compelling sales collateral.
- Conduct research and identify potential sponsorship leads.
- 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:

- Experience in account management, sales or marketing.
- Ability to build and strengthen relationships with clients at senior management level.
- A confident presenter with excellent verbal and written communications skills
- Comfortable working autonomously in a supportive, collaborative environment
- 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! 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

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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