

## Sales and Marketing Manager | The Finance World Dubai

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Location: dubai

Category: other-general

### Sales and Marketing Manager | The Finance World Dubai

The Finance World is a leading finance magazine of MENA that provides all the latest updates happening across all the business sectors of the Middle East and worldwide. Our readers enjoy the perspective offered in the fields of fintech, banking, stock market, digital assets, startups, trade, energy,

manufacturing & retail, mergers & acquisitions, healthcare, education, travel and so on.

Attracting a wide range of dynamic and influential audiences from the industry we have got something different for everyone and we believe in delivering true value.

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Develop and implement a sponsorship sales plan to increase revenues cost-effectively.

Target objectives include increasing sponsorship sales and creating sponsorship products and licensing deals in order to meet or exceed the overall business objectives.

Develop and implement a sponsorship budget to achieve the sales plan.

Develop and implement events to assist in achieving the business objectives.

Develop, maintain and implement sponsorship program guidelines to increase sponsorship recruitment, satisfaction, and support.

Manages all sponsorship activities. Responsible for sponsor prospecting, proposal customization and presentation, contract revision and servicing, sponsor follow-up and support, trade show development, and representing the company at industry functions.

Contact prospective companies and individuals to initiate the sales effort. Follow up on leads

generated by outside sources.

Schedule meetings and prepare, customize, and present sponsorship sales proposals to potential sponsors.

Negotiate and compile sales contracts and agreements.

Conduct facility tours for prospective sponsors. Deliver requested information to potential sponsors in a timely manner.

Lead or assist in the negotiations of building sponsors.

Participate in and attend industry workshops and seminars.#J-18808-Ljbffr

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