

Sponsorship Manager Jobs in Dubai | Majid Al Futtaim Careers 2022

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Company: Majid Al Futtaim

Location: , Dubai, United Arab Emirates

Category: sales-and-related

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Description:

This role drives new partnership and sponsorship opportunities for the LEC business units. The person is also responsible for maintaining and nurturing the existing partnership and sponsorship relationships across LEC.

Job Responsibilities:

Responsible for the revenue contribution of partnerships and sponsorships within the LEC businesses

Manages the existing bank and telco partnerships on a day-to-day basis (with the support of a very experienced Sales Executive) to ensure seamless account management internally and externally

Sources new partnerships, negotiates and onboards new partners according to the strategic direction given across the MENA region for VOX Cinemas, Magic Planet, Ski Dubai, Ski Egypt, Snow Abu Dhabi and Snow Oman

Ensures collaboration with Operations, Finance, IT and Marketing to ensure that the partnerships and new initiatives are viable and that all departments are across what is required of them to ensure timely delivery of the same

Job Requirements:

Minimum 6 years' experience, preferably with at least 3 years in the MENA region

Graduate

Must have excellent spoken and written English and preferably be an Arabic speaker

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