

## Sponsorship Sales Manager

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Company: WeAreAspire

Location: Dubai

Category: healthcare-practitioners-and-technical

Aspire has partnered with a prominent Exhibition and Events Specialist with over 20 years of expertise in organising exhibitions, conferences, and events.

Aligned with the vision of the United Arab Emirates, they are committed to creating a thriving business hub and contributing to the nation's economic growth by fostering connections between local and international businesses.

### **Responsibilities:**

As a Sponsorship Sales Manager, you will play a pivotal role in simultaneously securing sponsorship and exhibition space revenues for specific events or multiple events. Your responsibilities will include:

Making daily calls to contact clients and prospects, primarily via telephone.

Achieving and surpassing agreed show and personal revenue and profit targets.

Researching to understand the market objectives, aims, and ambitions of the client base.

Following up on previous events for potential repeat business opportunities.

Identifying new sales opportunities and nurturing them into long-term relationships.

Attending events and liaising with exhibitor and sponsor clients on-site to ensure contractual fulfilment and address any concerns or needs.

### **Qualifications:**

To excel in this role, you should possess the following qualifications:

Previous experience in exhibition space and conference sponsorship sales is essential.

Excellent telephone sales manner with consistently high call rates.

Minimum of 2-3 years experience in B2B conference sponsorship and exhibition sales.

Strong networking skills and proficiency in leveraging social media platforms.

Proficiency in contract management and proposal writing.

Ability to cross-sell and up-sell opportunities and products.

Exceptional verbal and written English skills.

We Are Aspire is acting as an Employment Agency in relation to this vacancy.

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