

International Sales & Sponsorship Specialist (m/f/d)

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Company: EU Tech Chamber

Location: Pakistan

Category: business-and-financial-operations

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International Sales & Sponsorship Specialist (m/f/d)

Full Time

Pakistan

Remote

With Professional Experience

4/22/24

The European Technology Chamber is a registered NGO that enables European companies to use their technologies for the benefit of Europe and mankind - following our vision Technology obliges. As Europe's leading tech network, we are constantly enlarging our team to serve our network even better.

We are currently building our team and now searching

Sales & Sponsorship Specialist(m/f/d) - 100% remote

Your mission:

During the next years EU Tech wants to improve its brand and increase its overall performance.

Your daily tasks:

Identify and target potential international clients for sponsorship opportunities.

Develop and maintain relationships with key decision-makers to secure sponsorship deals.

Generate leads through research, networking, and outbound prospecting efforts.

Negotiate contracts and agreements to meet sales targets and objectives.

Collaborate with internal teams to ensure seamless execution of sponsorship campaigns.

Serve as the primary point of contact for sponsored clients, ensuring their needs are met and expectations are exceeded.

Coordinate sponsorship deliverables, including advertising placements, promotional events, and other activation opportunities.

Monitor and report on the performance of sponsorship campaigns, providing insights and recommendations for optimization.

Handle inquiries and resolve issues in a timely and professional manner to maintain client satisfaction.

Conduct market research to identify trends, opportunities, and competitive landscape.

Develop strategic plans and proposals to attract new sponsors and maximize revenue potential.

Stay updated on industry developments and best practices to inform sales and sponsorship strategies.

What we are looking for:

Bachelor's degree in Business Administration, Marketing, or related field.

Proven experience in sales, business development, or sponsorship acquisition, preferably in an international setting.

Strong negotiation skills with the ability to close deals and achieve revenue targets.

Excellent communication and interpersonal abilities, with proficiency in English (additional languages are a plus).

Familiarity with CRM software and other sales tools is desirable.

We offer:

We stand for the vision of a better and more sustainable world - hand in hand with European technology companies. With the personalities who are active in our organization worldwide, you create a great network and inspiration for your daily work - also for your personal future. So you get the chance to grow with us and the whole EU Tech Chamber. Our offer is a role in a fast-moving international organization. If you are looking for an activity with meaning and real impact in a fast growing and truly international organization, apply now with your resume and provide us some links with past projects.

You can find more information about us at www.eutec.org

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