

Green Power Conferences Sponsorship Manager



The role:

Based in London and reporting to the global Sales Director, the Sponsorship Manager will be selling sponsorship and exhibition space across a portfolio of B2B conferences.

The product:

Our events are commercial, high fee, B2B conferences providing business information for senior level executives from the sustainability sector as well as commercial companies dealing with climate change issues and changes in regulation.

Our products are research led, but with a commercial purpose and sponsorship in mind. We design high quality programmes with un-rivalled speakers, as such we have an excellent reputation in the markets we serve.

The Sponsorship Manager will have ownership of a portfolio of events covering a specific market. The events will be a mix of established repeat events as well as new versions of successful events launching in to new regions/markets. They will design their own packages and help to build the products in the portfolio.

Requirements:

- Minimum 3 years conference sponsorship sales experience within a similar conference organization
- Excellent sales figures
- Clear, demonstrable understanding of the sales process
- Ability to build a sales pipeline and provide quantitative reporting to management
- Experience using sales software such as ACT, Salesforce, Goldmine, ZoHo etc...
- Experience of (and success) selling to non-UK (global) markets
- Self starter/self reliant

Key responsibilities:

- Work with the research team to gain a comprehensive understanding of the target audience/prospects for your portfolio of products
- Work directly with the Researchers and Marketing teams to generate new sales leads
- Research the market and generate/qualify new leads
- Close sales
- Manage and implement the Sponsorship deliverables according to the contracts
- Report key performance figures to the management team

Desirable:

- Experience with ACT or Salesforce
- Additional languages
- Experience in the sustainability and green energy sectors

The Package:

Competitive basic, excellent commission

Applications:

Please send your CV and a covering email to recruitment@greenpowerconferences.com
FAO: Dan Gorrige, Marketing Director.

