



Sponsorship Sales Manager

Salary: AUD \$75,000 - \$90,000 + super + uncapped commission

Location: This is a work from home role for candidates based in Australia

About Corinium

We are a rapidly growing company which specialises in events and digital publishing. An innovative company of around 60 remote workers based across the globe, we are entering our next stage of growth. We have a very strong culture at Corinium. Everybody who works as part of our team has contributed to our phenomenal growth. We consider a strong culture of trust, teamwork and innovation to be at the heart of everything we do. For this reason, we have strong client relationships and a trusted brand in our communities.

Our focus is on providing industry-leading content, conferences and events for the emerging C-Suite in sectors such as Data Analytics, Customer Experience, Artificial Intelligence and Machine Learning.

About the Role

Corinium has spent the past five years inspiring and supporting emerging C-Suite executives in the world of Data, Analytics and Digital Innovation through our global conferences, roundtables and custom events.

Now with access to over 500,000 global contacts and a highly-trusted brand with our clients, we are investing in the next stage of our growth to expand our services in bespoke events and digital platforms providing sales and marketing qualified leads. We are looking for a dynamic and results driven B2B Sponsorship Sales Manager to put our solutions into the hands of marketers in the A/NZ region.

The individual must be a self-starter, willing to develop new relationships and able to nurture existing ones. You must possess the ability to develop proposals and campaigns bespoke to the needs of specific clients. You will need to work closely with other internal departments to identify inventory, generate sales strategies for securing new business and sell into existing relationships.

This is an exciting role for someone that excels at consultative sales and can skillfully interpret client needs and utilise a suite of products to help them achieve their goals.

You will be responsible for:

- Building a pipeline of contacts, including: Digital Marketers, Agencies, Demand Gen Managers, Field Marketers.
- Building new relationships and cultivating new business face to face and over the phone.
- Leveraging existing internal client relationships and introducing the Corinium Digital and Private Event offerings.
- Actively pitching and promoting the core product offering (Sponsored roundtables, webinars, email marketing campaigns and audience acquisition and online events).
- Working collaboratively with the sales and marketing teams to create new and innovative digital offerings.
- Working closely with the marketing team to, create, deliver and report on the performance of the products you sell.

Requirements

We're looking for someone who's confident, passionate and energetic. You will have evidence of:

- Inside Sales Experience: At least 2 years Online/Digital Sales experience or Sponsorship Sales experience, preferably within the events/conferencing/publishing sector.
- Ability to identify qualified, prospective clients and develop loyal customer relationships via phone and face-to-face.
- Excellent verbal and written communications skills.
- The ability to be highly effective working remotely both in terms of engaging with clients and collaborating with colleagues.
- Internet research, prospecting, probing, lead generation and closing.
- Ability to function independently in a team environment.
- Knowledge and experience selling in a B2B environment.
- Proven ability to identify new revenue streams and execute a sales strategy that meets goals and objectives.
- Able to work in a fast-paced environment and to work under pressure, organize and multi-task.

Package

The role offers a competitive salary, Superannuation and uncapped commission. This is a great opportunity for a successful candidate to join a dynamic company in a rapidly evolving space.

Contact

To apply for the role please submit your CV and covering letter to chris.beales@coriniumgroup.com.