



Sponsorship Sales Manager

Location: Europe

About TM Forum:

TM Forum is the global member association for digital business. We provide a platform for hundreds of global members across a wide range of industries – communications, technology, cities and municipal government, insurance, healthcare, and so on – to collaborate and partner to co-create, prototype, deliver, and monetize innovative digital services for their billions of customers.

Our vision is to drive the next wave of digital business growth – the digitization of every industry – by providing a common innovation platform to connect businesses, industries, and ecosystems. We do this in a highly practical and agile way through collaboration programs and communities which lead to rapid prototypes – ranging from digital business models to interconnectivity APIs – that have real world commercial applications. Complementing our collaboration programs, the Forum provides thought-provoking digital business research and publications, industry best practices and standards along with training programs to accelerate adoption, and events and workshops which connect top business & IT leaders to learn, network, and develop meaningful partnerships.

Specific Responsibilities:

- Build relationships with and engage new clients/members
- Achieve and exceed expected standards of monthly performance
- Track and manage sales pipeline and account activities in Salesforce.com
- Salesforce.com reflects accurate opportunity value and stage
- Creates good cross functional working relationships with all departments and direct colleagues
- Report weekly to Head of Sales on performance and pipelines
- Strong focus on continuously meeting and exceeding sales goals on a monthly basis
- Strong ability to persuade and be confident enough to negotiate and close deals while remaining sensitive to the operations of a membership based organization.
- Is able to understand and articulate the Forum's unique value proposition and sell complex bundles & marrying of products.

Skill Requirements:

- 3+ years of digital advertising and sponsorship sales experience; College degree preferred
- Proven track record of success driving revenue (e.g., ability to capture and close the deal)
- Successful sales track record on media/sponsorship sales and/or delegate sales
- Experience in international sales environment
- Strong new business development skills
- Excellent working knowledge of Microsoft Word, Excel, PowerPoint, and Salesforce.com
- Strong interpersonal, communication and organizational skills
- Ability to work with colleagues across multiple time zones and cultures

- Experience in package selling, ideally that includes sponsorship and digital
- Experience in the telecom or IT industry

Qualifications & Experience:

- Highly adaptable to a fast changing environment
- Able to self-motivate and work autonomously
- Can do attitude
- Relationship building
- Customer service
- Strong closer
- Presentation skills
- Time management
- Hunger for new business
- Good computer skills
- Excellent written skills

Personal attributes

- Results orientated
- Customer focused
- Engaging and empathetic
- Team Player
- Credible
- High Energy
- Self-starter/motivated
- Positive and enthusiastic
- Solutions orientated
- Calm under pressure

For immediate consideration, please email your resume to recruit@tmforum.org.
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