



## Sponsorship Sales Manager

**Position:** Sponsorship Manager

**Duration:** 6-Month Contract

**Start Date:** January 7<sup>th</sup>, 2019

**Classification:** Part-Time Contract Position

**Application Deadline:** December 14<sup>th</sup>, 2018

**Location:** Ottawa and Toronto

**Latin Sparks Festival™** is one of the largest Latin events in Canada gathering thousands of guests for a night of artistic entertainment, dance, food and culture. You will work alongside the Executive Director in managing corporate relations and lead efforts in expanding the festival's network of corporate sponsors.

## Job Description

Your responsibilities will include:

- ✓ Research potential partners that share an interest in our brand and demographic.
- ✓ Create an inventory of advertising opportunities for sponsors.
- ✓ Design sponsorship packages, presentations and sales pitches.
- ✓ Develop a sales strategy to widen our network of sponsors.
- ✓ Outreach to potential sponsors both in the private and public sector.
- ✓ Manage relationships between sponsors and organization's marketing team.
- ✓ Work with Executive Team to design and shape the event to increase its appeal to current and potential sponsors.

## Assets

- ✓ Ability to work independently with no supervision.
- ✓ Relevant client services / sales experience.
- ✓ Previous experience in client acquisition and client presentations.
- ✓ Strong networks in industries with interests in our demographic.

## How To Apply

E-mail us your CV and Cover Letter (optional) to [hola@latinsparks.ca](mailto:hola@latinsparks.ca) with subject line "Sponsorship Manager". Application must be submitted by 11:59 PM Friday, December 14<sup>th</sup>, 2018.

Latin Sparks 2018 | <http://www.latinsparks.ca/>