


Role Title	Senior Manager- Sales & Sponsorship/ Team-Lead/ AGM
Department	Sales & Sponsorship
Location	Mumbai/Bangalore/Gurgaon
Remuneration	Competitive Salary and Incentives
No. of Positions	2
About ITW Consulting Pvt. Ltd.	<p>ITW Consulting Private Limited (ITW) specializes in crafting and executing multi-faceted brand management solution across sports, entertainment, and media for its clients globally which helps them to build stronger brand visibility, awareness, and recall amongst a wider target audience.</p> <p>With a global presence and in-depth understanding of the international Sports and Media market, ITW has expertise in sponsorship management, sponsorship activation, and event management. Having worked with a diverse range of brands, ITW has earned an esteemed reputation in the field of sports management and marketing.</p>
Learn more about ITW Consulting Pvt. Ltd.	<p style="text-align: center;">www.itwglobal.com</p> 
Work environment	<ul style="list-style-type: none"> • You will work out of a dynamic and vibrant work place. • You get to work with some of the largest brands of the company. • Opportunity to be part of unique and exciting industry of sports marketing.
Role Purpose	<ul style="list-style-type: none"> • Excellent Communication and Interpersonal skills. • Motivated and goal driven with strong work ethics, continuously striving for improvement with an eye for detail and the commitment to offer quality work. • Focusing on sales & sponsorship and new avenues of partnerships with our sports properties. • Handling team or working with team (depending on previous experience). • Routine of prospecting and selling branding opportunities to clients in cricket at highest levels. • Prospect, penetrate and create new relationships with clients and advertising agencies • Timely Reports and Information sharing on the progress of various Sporting properties • Develop deeper insight and understanding of the dynamic market requirements & performance expectations through advertiser & agency interactions, resulting in better

	<p>monetization of advertising opportunities for the sports opportunities in the designated market (Sports such as Cricket , Football, Hockey , Tennis, Kabbadi and more)</p> <ul style="list-style-type: none"> • Formulating go-to-market strategy for different category of advertisers like Retail, Real Estate, FMCG's, Healthcare, Education, Manufacturing Industries and more. • Resourceful in Generation of business prospects, coordinating new & existing business inquiries, achievement of revenue targets. • Willing to travel within the country.
Key Accountabilities	<p>Sales & Sponsorship Inventory Selling Digital Sales Market Research Media Sales Hybrid – On air Sales</p>
Experience / Qualifications	<p>Associate's or Bachelor's Degree in Business, Marketing, or a Related Field; Excellent communication skills, Previous Sales or Media Experience, Outgoing Personality, Interpersonal Skills, Persuasiveness, Likeability, Confidence, Customer Service, Maintaining Relationships, Listening, Resilience, Creativity, Adaptability, Organisation, Detail-Orientated, Multi-Tasking, Reliability</p> <p>Note- Candidates with Media/Sports/Entertainment/Outdoor/Radio/TV/Sales background will be preferred</p>
Apply Now	<p>Should you consider yourself a good fit for this position and are ready to join ITW in its journey, please email a copy of your resume with the Role title applied for in the subject line to hr@itwconsulting.in and a member from our recruitment team will get in touch with you.</p>

Statement - This job description is issued as a guideline to assist you in your duties. It is not exhaustive and we would be pleased to discuss any constructive comments you may have. Because of the evolving nature and changing demands of our business, this job description may be subject to change. You may, on occasions, be required to undertake additional or other duties within the context of this job description, and according to the needs of the company.