

## JOB -DESCRIPTION

### **DESIGNATION: Sales & Sponsorship Associate**

**ITW Universe**, the Swiss knife of sports and media consulting, is India's only 'full-stack' agency offering a complete range of services through a single window.

**Owned Rights:** ITW has acquired rights to various sporting properties across the globe.

**Global Consulting:** ITW connects brands and properties to create the highest impact in the ever-evolving landscape of media and entertainment.

**Media Planning and Buying:** ITW crafts customized solutions for brands through traditional and digital media.

**Branding and Activations:** ITW executes event partnerships and provides boutique talent and influencers.

**Content and Performance Marketing:** ITW offers tailored content and performance solutions that merge ideation, impressions, and reach.

**Travel and Experiences:** ITW provides personalized travel and tourist experiences.

**ITW MEA** spearheads most of ITW's projects outside of the subcontinent including the Middle East, Africa and Europe. This includes partnerships with cricket boards, talent solutions as well as broadcast and content production.

#### **Role Overview:**

We are seeking a dynamic and motivated Sales & Sponsorship Associate to join our team in Dubai. This role is ideal for individuals with a passion for sales, strong communication skills, and a keen interest in the media and digital industries.

#### **What will you need to do?**

Roles & Responsibilities:

- Support the Sales & Sponsorship team in identifying and pursuing new business opportunities.
- Assist in building and maintaining strong relationships with clients and partners.
- Coordinate with internal teams to develop customized sponsorship proposals and presentations.
- Research market trends and competitor activities to identify growth opportunities.
- Assist in achieving sales targets by contributing to the planning and execution of sales strategies.
- Maintain accurate records of sales activities and client interactions in the CRM system.

**What skills & Education are we looking for**

- 0-2 years of experience in media sales, digital sales, or a related field.
- Strong communication and interpersonal skills.
- Self-motivated, detail-oriented, and results-driven.
- Familiarity with the media or digital landscape in the MENA region is a plus.
- Ability to work collaboratively in a team environment.
- Proficiency in Microsoft Office (Word, Excel, PowerPoint).

**What We Offer:**

- An opportunity to work with a dynamic team in a fast-paced environment.
- Exposure to leading brands and innovative projects in the media industry.
- Career growth opportunities in a global organization.

If you are eager to grow your career in media sales and thrive in a challenging environment, we would love to hear from you!