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**Sponsorship Sales Manager Outbound (m/f) – IQPC Berlin**

The International Quality and Productivity Centre (IQPC) is devoted to creating evocative and timely content driven B2B conferences for senior executives globally.

We are looking for a **Sponsorship Sales Manager Outbound (m/f)** to support our multicultural and international sales team at our Berlin Office.

**Your responsibilities:**

* Acquisition of potential sponsors nationally and internationally via cold-calling
* Contact to C-level and decision makers
* Independent market research
* Build-up and maintenance of established conference sponsorship portfolio
* Realisation of a sophisticated sponsorship concept on-site

**Your profile:**

* Studies (or equivalent traineeship) with business aspect
* Business-fluent English
* First sales experience (B2B), via phone
* Sales talent and enthusiasm
* Goal- and success-oriented
* Independent working style in fixed structures/processes

**We offer you:**

* Own responsibilities in an international team
* Competitive and individual salary structure
* Extensive trainings on- and off-the-job
* Professional working atmosphere
* Global career opportunities

**Are you interested?**

We look forward to receiving your application as well as your earliest start date and salary expectations via Email to: [vanessa.engel@iqpc.de](mailto:vanessa.engel@iqpc.de) or for further questions under: +49 (0) 30 20 913 279

For all other vacancies please visit: <http://careers.iqpc.com/>

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