

Head of Sales FIBA



Phone :

Web : <https://www.infront.sport/>

Job Summary

Vacancy :

Deadline : Apr 30, 2024

Published : Apr 07, 2024

Employment Status : Full Time

Experience : Any

Salary :

Gender : Any

Career Level : Any

Qualification :

Job Summary

We are committed to bringing passion and customer focus to the business.

Job Summary

Building the big moments - we deliver unforgettable sporting events

Infront is all about sports. Active in more than 25 sports, we cover all aspects of a successful sporting event from the distribution of media rights, sponsorship, media production, event operations through to digital solutions. If you share our passion for sport, we may just be the right fit for you.

Job Requirements

We are seeking an ambitious and sports-passionate **Head of Sales** to join our **FIBA Marketing Sales-Team as soon as possible**, on a fulltime workload.

Are you an experienced and engaged person who is passionate about sales and has a strong international network in sports sponsorship?

If you're ready to take your game to the next level, then this might be the right opportunity for you!

Your main tasks

- Responsible for the sales of FIBA's Global Partnership packages
- Identify and target potential Partners to build a robust pipeline of prospects
- Ensure a variety of brands across Europe, Asia, Americas, Oceania and Africa for FIBA
- Responsibility to achieve pre-agreed quantitative sales targets on an annual basis
- Create compelling partnership proposals, tailored to the needs and objectives of potential Partners
- Regular sales reporting and preparation of seasonal forecasts
- Collaborate with internal stakeholders to gather relevant information and assets for effective partnership presentations
- Support to negotiate terms, contracts, and agreements to secure high profile partners that are mutually beneficial
- Close alignment of all activities with important stakeholders within the organisation, including closely working with the marketing and events teams to ensure seamless execution of partnership activation
- Continuously assess and improve the effectiveness of the sponsorship sales strategy in line with the changing market developments

Your profile

- You have 7-10 years of experience in a similar function or related field
- You have a bachelor's, master's degree or have completed further training in the required fields
- You bring a strong sales acumen, proven ability to understand client needs, formulation of value concepts and conclusion of sponsorship agreements
- You bring a proven ability to meet and exceed sales targets with a focus on achieving measurable results
- You have a strong network of clients involved in sports sponsorship and already have high-level contacts, including a track record of major agreements.
- You have strong communication skills and the ability to cultivate and maintain long-term relationships with sponsors and internal teams
- You are informed about market trends and competitive activities to identify potential sponsorship opportunities
- You have strong negotiation skills, to secure good outcomes for both parties and strategic thinking to develop and implement strategic sponsorship sales plans
- You are a flexible, reliable, independently, operating person with a hands-on mentality
- You speak and write fluently in English; German and French are a plus

What we offer

- Working in a hybrid model which allows you to work from our office and from home
- Relaxed & familiar working atmosphere, flat hierarchies, positive spirit and many degrees of freedom in your daily work
- Support in developing your skills and talents through individual trainings and group workshops, attending (sports) events and networking events
- Social benefits, such as a subsidised company pension plan, capital-forming benefits and worldwide accident insurance in a private ward

Are you ready to contribute to transforming and enhancing every aspect of the sports industry? Unite your passion for sports with a rewarding career by joining our ONE team of talented, highly-motivated and hard-working individuals. Please submit your online application now.

Infront is an equal opportunities employer.

Education & Experience

Must Have

Educational Requirements

Compensation & Other Benefits
