



PULSE ACTIVE

ACCOUNT EXECUTIVE

RESPONSIBILITIES:

Take care of the sponsorship execution aspects of Pulse Active events, from pitch phase through execution phase, including advanced logistics communication, securing of physical needs & access, on-site installation & execution, to ensure that all contracted deliverables owed to sponsors are executed in an industry-leading manner.

- Build up network and sales resources
- Look for and approach partners for event sponsorship and cooperations
- Identify selling possibilities and evaluate customer needs
- Responsible for creating cohesive branded deck templates, evaluating & valuing sponsorship levels, packages, and pricing.
- Create proposals and carry out presentations to partners
- Negotiate/close deals and follow up with sales KPIs
- Collaborate with teams to execute partners' benefits and grow sales
- Conduct market research for brand/event/service improvements
- Other related tasks under the direction of managers.
- Work collaboratively with the members of the Pulse Active team, to ensure maximum sponsor opportunities and satisfaction

REQUIREMENTS:

- Degree preferred in communications, business management or business-related field.
- Minimum 2-years experience of sponsorship executions, sales or same position.
- Experience within a media agency, public relations company or event agency preferred.
- Good written & oral communication & presentation skills.
- Must be effective at multitasking and have exceptional time-management skills.
- Must have a positive, proactive attitude & be driven to optimize results for clients & partners
- Must be able to work non-traditional hours.