

## **JOB OPENING: PARTNERSHIP SALES MANAGER (DACH & FRANCE)**

EHF Marketing GmbH is looking for an experienced Partnership Sales Manager for the DACH and France regions, with a strong sales track record and experience of working within the sports industry, to join its team based in Vienna, Austria and to generate new partnerships for the world's biggest club handball competitions – the EHF Champions League, the EHF European League and the EHF European Cup for Men and Women.

### **Job specification**

- Work in close cooperation with the Managing Director and the Director of Sales
- Develop new and creative sales concepts to attract new partners
- Develop and design sales materials
- Manage the entire sales cycle from proactively generating new leads to closing a deal
- Initiate and lead negotiations with potential partners
- Attend at industry events to market and sell the marketing rights of the EHF Club Competitions
- Drive new partnership revenue globally for the EHF Club Competitions
- Develop and maintain a database of existing partners
- Establish and maintain close relationships and build up a network with relevant potential partners

### **Key competencies**

- Ability to listen and understand customer requirements and align them with the values and opportunities of EHF Marketing's portfolio
- Ability to create sponsorship offerings and sales materials
- Ability to influence, persuade and sell pan-European sponsorship packages with a focus on the DACH and France regions
- Strong networking and relationship-building skills
- Excellent communication and negotiation skills
- Fluency in written and spoken English and German; other European languages useful
- Ability to handle and prioritize multiple projects
- Ability to work as part of a team and independently
- Comfortable in a fast-paced and changing environment
- Flexibility and ability to travel frequently and work according to the schedule of the EHF Club Competitions
- Interest in and understanding of the sport of handball preferred, and passion for sports is a must

## Key experiences

- 3-5 years of professional work experience in partnership, sponsorship, or advertising sales in the sport industry in the DACH and France regions
- Relevant academic degree
- Sport partnership sales experience in Germany preferred
- Experience in corporate hospitality sales preferred
- Experience in building relationships with media agency contacts preferred
- Proven track record in achieving and exceeding sales targets
- Network of contacts within the international sports market, to international brands and European media agencies
- Experience of working in an international environment, across different cultures and languages

## Further information

- Preferred starting date: asap
- Permanent full-time position
- Workplace: Vienna, Austria
- Salary: € 51.000,- gross per year; overpayment possible depending on the level of education, work experience, qualifications and additional skills.

## About EHF Marketing GmbH

Based in Vienna, Austria, EHF Marketing GmbH is the marketing arm and a subsidiary of the European Handball Federation. The company works closely with marketing and media partners, as well as with Europe's leading clubs to realise the full potential of the sport on the international sports market. EHF Marketing GmbH is responsible for the marketing and media rights of club competitions including the EHF Champions League Men and Women, the EHF European League Men and Women and EHF European Cup Men and Women.

Further information: [eurohandball.com](http://eurohandball.com), [ehfCL.com](http://ehfCL.com), [ehfTV.com](http://ehfTV.com).

## Making your application

Applications should be made in writing in English, with a current CV and a covering letter setting out why you would like to apply for the position as the Partnership Sales Manager.

Applications should be sent by email to:

EHF Marketing GmbH

Nina Kernmayer

[application@ehfmarketing.com](mailto:application@ehfmarketing.com)