



PR/087117 | Sponsoring Specialist(m / f / d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1552041

Industry

Retail

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

July 15th, 2025 10:52

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

The company is the European subsidiary of a well-established Japanese consumer goods manufacturer, founded in 1950 and globally recognized for its premium table tennis brand. Established in Germany in 1973, the company is headquartered in Krefeld and operates a robust distribution network across Europe. It designs, manufactures, and sells high-quality table tennis equipment—including rubbers and rackets—trusted by professional players worldwide. Through continuous innovation and athlete support, the company contributes to the global development of table tennis.

JOB RESPONSIBILITIES

As the **Sponsoring Specialist**, you will manage and support around 300 sponsorship contracts with professional table tennis players and coaches, primarily across Europe. Your responsibilities include contract negotiation and renewal, coordinating equipment shipments based on detailed athlete requests, and maintaining accurate contract records. You will serve as the main point of contact for athletes, ensuring smooth communication and timely support.

Working closely with internal teams and a former national champion focused on scouting, you will focus on fulfilling existing contracts and strengthening athlete relationships. Over time, you will be expected to grow into a leadership role within the Sponsorship Division. Business-level proficiency in both English and German is essential for this international role.

Key Responsibilities:

- Manage and maintain a large portfolio of athlete and coach sponsorship contracts, including negotiation, drafting, and renewals.
- Act as the main point of contact for contracted athletes, ensuring timely responses to equipment requests and inquiries.
- Coordinate the shipment of table tennis equipment based on specific athlete requirements, including detailed specifications for rackets and rubbers.
- Maintain and update the sponsorship contract database, ensuring timely renewals aligned with seasonal deadlines (typically June or December).
- Collaborate with internal departments, including logistics, social media, and graphic design, to support athlete-related content and campaigns.
- Support the scouting process by evaluating potential athletes and coaches based on performance, influence, and potential to become key brand ambassadors.
- Provide flexible and responsive support to athletes, adapting to their individual needs and preferences.
- Contribute to the long-term development of the Sponsorship Division, with the potential to take on a leadership role.

Attractive Points

- Work with elite international athletes and coaches in the world of professional table tennis.
- Be part of a multicultural, dynamic team with global reach (contracts in 40+ countries).
- Opportunity to grow into a leadership position within the Sponsorship Division.
- Collaborate with a former national champion and industry experts.
- Help shape the brand's global presence through athlete partnerships and digital content.

JOB REQUIREMENTS

Mandatory Qualifications (All must be met):

- Experience in athlete or talent contract negotiation and management.
- Strong interpersonal and communication skills, with the ability to work across cultures.
- Business-level proficiency in both **English and German**.
- High attention to detail and ability to manage complex administrative tasks.
- Flexibility and responsiveness to handle specific product requests from athletes.
- Strong organizational and time management skills.

Nice-to-Have:

- Knowledge of table tennis equipment or experience in the sports industry.
- Familiarity with CRM or contract management systems.
- Experience in scouting or evaluating athletic talent.

BENEFITS

- Annual Leave: 30 days
- Company Car & Fuel:

Provided for department head level

- Other Benefits:

On-site parking

No regular remote work (exceptions possible for family or special circumstances)

Apply online or feel free to contact me directly for more information about this opportunity.

#LI-JACDE

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Company Description