

## 【Global Events】 Sponsorship & Partnerships Manager

Full Remote | Use English Daily

### Job Information

**Hiring Company**

Clarion Events Japan Ltd.

**Job ID**

1591648

**Industry**

Advertising, PR

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

4 million yen ~ 6 million yen

**Salary Bonuses**

Bonuses paid on top of indicated salary.

**Salary Commission**

Commission paid on top of indicated salary.

**Refreshed**

June 25th, 2026 12:00

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Native

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

### Job Description

ITC Japan is seeking a **Sponsorship & Partnerships Manager** to drive revenue growth through sponsorship and exhibition sales while building and managing high-impact partnerships across the Japanese insurance ecosystem.

This role is responsible for the full sponsor lifecycle — from pipeline development and sales to account management and delivery — ensuring strong commercial outcomes and a high-quality experience for partners.

You will work closely with insurers, technology providers, startups, and ecosystem stakeholders, while collaborating cross-functionally to execute sponsor deliverables and maximise ROI.

Ideal candidates bring strong knowledge of the Japanese market, confidence engaging senior stakeholders, and a proven ability to develop long-term, value-driven partnerships that support both client success and event growth.

### Key Responsibilities

Sponsorship & Exhibition Sales

- Drive sales of sponsorship packages and exhibition opportunities
- Identify and develop relationships with insurers, technology providers, startups, and solution vendors
- Build and maintain a strong pipeline within the Japanese market

#### Account Management & Sponsor Success

- Manage sponsor relationships from sale through delivery
- Ensure sponsors understand entitlements, timelines, and deliverables
- Support confirmation of sponsor speakers and coordinate with session participants
- Ensure sponsors have a positive experience and strong ROI from participation

#### Partnership Development

- Build relationships with local associations, media partners, and ecosystem organisations
- Identify partnership opportunities that support event growth and visibility
- Work with marketing to activate partnership collaborations

#### Cross-team Collaboration

- Work closely with marketing, content, and operations teams to ensure smooth execution of sponsor deliverables
- Provide local market insight and support coordination with local vendors when required

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## Required Skills

### Requirements

- Native Japanese speaker with professional working proficiency in English
- 2–3 years of experience in sales, business development, partnerships, or account management
- Experience in the events or insurance industry is a plus
- Confident communicator, comfortable engaging with senior stakeholders
- Strong relationship-building skills and understanding of Japanese business culture
- Interest in insurance, financial services, technology, or the events industry preferred
- Proactive, organised, and comfortable working in an international team environment

Join us in shaping the future of insurance innovation in Japan and connecting industry leaders with global technology solutions.

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## Company Description