

【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.

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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

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.

Company Description