

【Global Events】 Sponsorship & Partnerships Manager

Full Remote | Use English Daily

募集職種

採用企業名

Clarion Events Japan株式会社

求人ID

1591648

業種

広告・PR

雇用形態

正社員

勤務地

東京都 23区

給与

400万円 ~ 600万円

ボーナス

固定給+ボーナス

歩合給

固定給+歩合給

更新日

2026年05月14日 13:13

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ネイティブ

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可が必要です

募集要項

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

スキル・資格

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.

会社説明