



PENRITH & DISTRICTS BASKETBALL ASSOCIATION

Sponsorship Consultant Position Description

Employment Type: 3 to 6 month contract
Hours: 5 to 10 hours per week
Compensation: Award rate
Location: Penrith Valley Regional Sports Centre, Herbert St, Cambridge Park, NSW, 2747

Immediate Start Required

Are you a dynamic and motivated individual with excellent communication skills? We are seeking a part-time Sponsorship Consultant to join our team and assist in expanding our sponsorship network. As a Sponsorship Consultant, you will play a crucial role in reaching out to potential sponsors, engaging them through cold calling using provided scripts, and arranging face-to-face meetings between prospective sponsors and our directors.

Key Responsibilities:

- Conduct cold calls using prepared scripts to introduce our sponsorship opportunities.
- Build rapport with potential sponsors and effectively communicate the benefits of our partnerships.
- Coordinate and schedule face-to-face meetings between interested sponsors and our directors.
- Maintain accurate records of outreach and interactions in our database.

Qualifications:

- Strong communication skills and a friendly, persuasive demeanour.
- Ability to follow provided scripts while adapting to different responses.
- Exceptional organizational skills for scheduling meetings and tracking interactions.
- Self-motivated and able to work independently within the given hours.
- Previous experience in cold calling or sales is a plus.

Join our team and be a part of our mission to forge valuable partnerships that drive our organisation's growth. If you're ready to take on a flexible role that offers competitive compensation and immediate involvement, apply now by sending your resume and a brief cover letter to contact@penrithbasketball.net

Applications Close: Friday 15th September 2023

Don't miss this opportunity to make a significant impact with your skills!

Please note that only shortlisted candidates will be contacted.