

SENIOR ACCOUNT EXECUTIVE

RESPONSIBILITIES:

- Take care of the sponsorship execution aspects of Pulse Active events, from pitch phase through execution phase, including advanced logistics communication, securing of physical needs & access, on-site installation & execution, to ensure that all contracted deliverables owed to sponsors are executed in an industry-leading manner.
- Professional & collaborative communication with Pulse Active events general production partners, to ensure successful sponsor executions that operate seamlessly within the framework of the general event in question.
- Provide general support for the Sponsorship to ensure that all client pitches and proposals are presented in a manner that inspires client confidence.
- Present ROI and promotional recaps to clients at the end of each sold program to ensure retention of current business.
- Research new & existing clients for sponsorship prospects. Anticipate client needs. Prepare research to inform and educate prospects on strategic insights which can be applied to the sponsorship opportunity.
- Responsible for creating cohesive branded deck templates, evaluating & valuing sponsorship levels, packages, and pricing. Assist in writing customized activation concepts for sponsorships.
- Monitor event industry trends & make recommendations to keep events team positioned as a leader in the industry & market.
- Work collaboratively with the members of the Pulse Active team, to ensure maximum sponsor opportunities and satisfaction

REQUIREMENTS:

- Degree preferred in communications, business management or business -related field.
- Minimum two-year experience of sponsorship executions.
- Experience within a major media agency or public relations company preferred.
- Results-oriented focus and mindset.
- Excellent analytical, written & oral communication & presentation skills.
- Vietnamese & English speaking preferred, but not mandatory.
- Must be effective at multitasking and have exceptional time-management skills.
- Must have a positive, proactive attitude & be driven to optimize results for clients & partners
- Must be able to work non-traditional hours.
- Strong network of activation-related contacts is preferred.

BENEFITS:

- A competitive remuneration package based on your experience and knowledge.
- A supportive team environment.
- Opportunity for career development.
- Other Benefits such as 13 month's salary, 14 days of annual leave, Xmas day off, yearly salary review, participating in company's activities.
- Salary: Negotiable