

Job Title: Partnership Sales Intern

Location: Goa

1. About Us:

We are a global sports marketing agency, creating value for Brands, Rights Holders, Talent and Digital Platforms. Enabled by technology, experience, data and insight, we create and deliver commercial value for our clients.

Our experience and network gives us a unique advantage to deliver partnership, digital, data and fan experiences to fulfil their objectives.

2. Position Overview:

We are seeking a motivated and enthusiastic Partnership Sales Intern to join our dynamic sales team. This internship offers a unique opportunity to gain hands-on experience in partnership development and sales strategy while contributing to the growth of our business. The ideal candidate is a proactive learner with strong communication skills and an interest in building professional relationships.

3. Key Responsibilities:

- Assist the Partnership Sales team in identifying potential partners and market opportunities.
- Conduct market research to analyse industry trends and competitor activities.
- Support the preparation of sales presentations, proposals, and reports.
- Engage with prospective partners through email, phone, and social media outreach.
- Participate in meetings and brainstorming sessions to develop partnership strategies.
- Maintain and update the customer relationship management (CRM) system with relevant data.
- Help track partnership progress and outcomes, providing insights for improvement.
- Collaborate with other departments to ensure seamless communication and execution of partnership initiatives.

4. Qualifications:

- Currently pursuing or have a degree in Sports Marketing, Sports Management, Business, Marketing, Communications, or a related field.
- Strong verbal and written communication skills.
- Ability to work independently and collaboratively in a team environment.
- Proficient in Microsoft Office Suite (Excel, PowerPoint, Word); experience with CRM tools is a plus.
- Detail-oriented with strong organisational and time-management skills.
- A proactive attitude with a willingness to learn and take on new challenges.

5. What We Offer:

- Hands-on experience in partnership sales and business development.
- Mentorship and guidance from experienced sales professionals.
- Opportunities for networking and professional growth.
- Remote Working

6. Compensation & Period:

- Internship Stipend- Paid
- Period- 3 months

Send your CV + 2-3 lines on *why you're interested* to hr@impetussports.co