



Job Posting

Events Sponsorship Sales Manager

Position Title: Events Sponsorship Sales Manager

Time Requirement: Full-Time

Location: Aliso Viejo, CA

Octane convenes and enables the Southern California tech and medtech business ecosystem by connecting people, resources and capital. We will help create 55,000+ high-paying technology jobs in Southern California by 2030 through our five Annual Signature Events, LaunchPad SBDC accelerator, as well as our Octane Enterprise Solutions (OES) business.

The Octane Events Sponsorship Sales Manager will be responsible for managing relationships and generating revenue within Octane's signature events, directly supporting the Director of Partner Relations and working closely with the Events and Marketing teams.

Essential functions include:

- Sell event sponsorships for Octane's Tech Innovation Forum and other Octane Signature Events
- Responsible for achieving annual sales goals, including weekly reporting
- Cultivate relationships with partners and sponsors
- Research net new sales pipeline opportunities utilizing ZoomInfo
- Create, develop and manage a sales pipeline through Salesforce
- Responsible for on-site sponsorship management at Octane events
- Collaborate with Marketing and the Event Manager to generate sponsorship, lead generation and to ensure sponsor commitments are executed
- Provide sales support for the Director of Partner Relations, including Annual Partnerships
- Demonstrate leadership in promoting Octane values and commitment to customer service
- Other duties as assigned

Knowledge, Skill and Experience:

Minimum Education (or substitute experience) required:

- Bachelor's degree

Minimum Experience required:

- Minimum 3-5 years of experience with corporate event sales with a proven track



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record of revenue generation and pipeline management

- Experience working with key decision makers in a B2B environment
- Experience working in a team environment, including cross-functional collaboration

Skills Required:

- Engaging presentation skills (oral and written) for communication to all levels in the sales cycle
- Ability to rapidly ramp up and understand and articulate the organization's offerings
- Management of a sales pipeline in a CRM, Salesforce preferred
- Strong organization skills
- Keen ability to prioritize, manage multiple projects, and maintain high productivity levels at all times
- Apply critical thinking skills to solve problems and contribute to goals
- Strong contributor in collaborative, team environments
- Demonstrate acute attention to detail
- Self-starter, ability to recognize gaps and opportunities, shows initiative
- Deliver a high quality of work output
- Demonstrate leadership skills, including personal and professional leadership in every role you assume
- Strong capabilities with Microsoft Office, including Excel, Word and Pitch

To Apply:

Please send your cover letter and resume to andree@octaneoc.org.

About Octane:

More information is available online at www.octaneoc.org.