

VIP Sportstravel GmbH, a company of Lagardère Sports & Entertainment, is one of the world's leading hospitality agencies and a member of the largest sports marketing network.

In this context, the focus is on all types of sporting events, in particular major events relating to football and the Olympic Games. Our customers include well-known domestic and international corporations, and sponsors of the corresponding sporting events.

With various sporting events on the horizon, VIP Sportstravel is on the lookout for an enthusiastic and highly-motivated individual to join its international team based in Berlin. The candidate will support preparations for various sport events including UEFA EURO 2020, Tokyo 2020 Summer Olympics, the UEFA Champions League, the DFB Cup, Formula 1 and the FIS Ski World Cup.

## Junior Associate (m/f) – Sales

### The Role:

- Supporting the Director of Sales, the trainee will assist the department with the creation of sales material for clients in both German-speaking and international markets
- Responsible for the management of selected clients, with the drafting of presentations and the operational handling of projects through various available tools
- Proactive customer acquisition and search for potential new clients
- Cooperation with other departments
- Reporting sales activities, database maintenance and contract creation with CRM
- Independent research work and administrative support

### Your Profile:

- University degree or higher education (business administration, tourism, or sport/event management)
- Strong sales drive with demonstrable experience
- Interest in marketing
- A high level of engagement, flexibility and strong organisational skills
- Fluent in both German and English, any other language an advantage
- Excellent knowledge of MS Office package (especially Excel and PowerPoint)

### Our Offer:

- An interesting and varied role, in a fast-paced environment, providing high levels of responsibility
- Ability to manage work from start to finish with practical on-event experience
- On-the-job training
- International travel possible
- Starting January 2019 (fixed term of 18 months)
- Depending on performance, full-time employment possible to support further on UEFA EURO 2020 and Tokyo2020 sales.

If you are sales driven, love sports and the hospitality industry, this could be the right role for you!

**Only** online applications will be accepted, please follow the link below to start the process

### Lagardère Sports Germany GmbH for VIP Sportstravel GmbH

Anika Ahrenhold | Manager Human Resources

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[Click here to apply online](#)