

Senior Sponsorship Manager

About WorldSkills

WorldSkills is a movement that changes the lives of young people through skills. On the international level, 89 Member organizations that belong to WorldSkills reach over two-thirds of the world's population and create measurable impact at every level through skills development and promotion. We inspire young people to develop a passion for skills and pursue excellence, through competitions and promotions.

WorldSkills develops skills through global training standards, benchmarking systems, and enhancing industry engagement. We influence industry, government, and educators through cooperation, building a global platform of skills for all.

Every two years, we host the world's largest skills competition event, the WorldSkills Competition (WSC), featuring more than 1,400 inspiring young people showcasing their skills.

Refer to <https://www.worldskills.org>.

The role

We are looking for a Senior Sponsorship Manager to join our global, multi-cultural, and virtual Secretariat team at WorldSkills International. As Senior Sponsorship Manager, you will play a key role in strengthening and expanding our sponsorship portfolio. You will support the Director of Sponsorship and Partnership while taking on leadership, ensuring that high-value sponsorships are secured, nurtured, and maximized for a sustainable growth. In addition, you will assist with mentoring and guiding colleagues in the Sponsorship and Partnership team, helping to build capacity and ensure excellence across the department.

Areas of responsibilities and tasks

- Support the Director in shaping and delivering the overall sponsorship strategy.
- Take initiative in developing new opportunities and innovative approaches to enhance sponsor and partner engagement.
- Lead proactive sponsorship acquisition, from research and outreach through to negotiations and contract finalization.
- Build and expand a strong pipeline of prospective sponsors across multiple sectors.
- Serve as the senior day-to-day contact for major sponsors and partners.
- Ensure sponsorship rights and benefits are effectively activated and deliver clear value.
- Provide guidance to colleagues and contribute to a culture of excellent client service.
- Work closely with our sponsors, internal teams, Competition Organizers, and other international partners to ensure sponsorship is fully integrated into events and initiatives.
- Develop joint projects with sponsors/partners that align with WorldSkills' mission and objectives.
- Lead on sponsor support and engagement during major WorldSkills events.
- Anticipate challenges and ensure smooth delivery of partner commitments under pressure. Provide day-to-day guidance and mentoring to Sponsorship and Partnership Managers or colleagues.
- Share best practices and help build team capacity in sponsorship acquisition and account management.
- Contribute to fostering a collaborative, supportive, and high-performing team culture.

Profile, qualifications, experience

- Bachelor's degree (or equivalent education).

- Minimum of five years of experience in sponsorship, partnership management, or business development, ideally in an international context.
- Demonstrated success in securing and growing high-value sponsorships and income sources.
- Strong knowledge of sponsorship, licensing, broadcasting, and merchandising rights and corporate marketing, branding.
- Experience working in multicultural and international environments.
- Fluency in business English is required (additional languages are an advantage).
- Excellent negotiation, communication, and presentation skills.
- Ability to work independently while also supporting and guiding colleagues.
- High intercultural awareness and diplomatic competencies.
- Professionalism under pressure, with the ability to manage competing priorities.
- High level of IT competence with ability to learn quickly (especially MS Office 365, and digital and web-based applications, Salesforce experience an advantage).
- Availability to travel internationally for one to three weeks at least six times throughout the year.
- A team player with high integrity, discretion, and high attention to detail.

What WorldSkills International offers

- A senior role in a flexible, fast-moving, global environment.
- The opportunity to expand and shape sponsorships at the global level.
- A virtual office (home-office, with frequent international travel required).
- Work for a truly global organization (with Members in over 100 countries and regions).
- A competitive salary package commensurate with experience and responsibilities.

Please provide

- Your current CV.
- A short statement demonstrating how you fit with “what we are looking for” in this role and outlining your motivation to join us.
- A covering note providing availability, salary expectations (annual gross), any conditions of employment, and any other relevant information.

All applications are strictly confidential between the applicant and the WorldSkills International Management Team.

Deadline: 28 November 2025

Please send your application to secretariat@worldskills.org.

Include in the subject line: **WorldSkills application – Senior Sponsorship Manager**