

DHARMA

SPONSORSHIP MANAGER – CREATOR ECONOMY

Format: Freelance

Based: Remote, preferred time zones between GMT-6 and GMT+2

Start date: ASAP

Remuneration: Commission

JOB SUMMARY

DHARMA is seeking a highly motivated and skilled freelance Sponsorship Manager to join our dynamic team. This pivotal role focuses on connecting our Talent with leading brands for collaborations, securing sponsorship deals, supporting the funding of various hosted trips, and overseeing invoicing, tracking, execution, and post-collaboration analysis. The ideal candidate will have an expert understanding of DHARMA and our Talent's brand identities, along with strong connections with reputable brands in the USA, Europe and beyond. The selected candidate must be able to work to tight deadlines as trips are planned 6–9 months before the trip happens. This position offers the opportunity to work with a creative and visionary team, driving meaningful partnerships that benefit both our talent and corporate sponsors. If you are passionate about creating impactful collaborations and have a track record of sponsorship success, we invite you to apply.

RESPONSIBILITIES

- Develop and maintain relationships with existing and potential corporate partners
- Negotiate and manage sponsorship agreements ensuring both value and alignment with our brand vision
- Serve as the main liaison between DHARMA, our talent, and corporate sponsors
- Manage all aspects of the sponsorship budget including sponsor invoicing, payment tracking, and financial reporting
- Coordinate with internal teams to provide comprehensive information packages on talent, including demographics, community insights, brand identity, and vision for trips
- Identify opportunities to drive revenue growth
- Develop case studies

SKILLS

- Proven experience in sponsorship management or a similar role with a network of contacts in the sponsorship industry across the USA and Europe

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- Strong understanding of brand identity principles and the ability to merge corporate needs with talent profiles
- Exceptional negotiation and relationship management skills
- Ability to work under pressure and manage tight deadlines, with trip planning often commencing 6-9 months in advance
- Excellent organizational skills and attention to detail
- Commercially astute with high degree of numeracy, analytical skill, financial management skills and strong strategic decision making
- Ultra proactive, self-motivated, and tenacious, possessing of an entrepreneurial spirit, ability to take bold initiative, and desire to exceed expectations
- Strong interpersonal skills, experience supporting cross-cultural and geographically dispersed teams, and possessing a strong ability to motivate others
- Excellent communication and interpersonal skills and fluent professional English, both written and spoken
- Experience in a remote, fast-paced, dynamic start-up environment preferred
- Experience with HubSpot, Monday.com, Google Drive, and Slack preferred
- Candidates with foreign language skills preferred - Spanish, French and Italian

HOW TO LEARN MORE

Thank you for your interest in DHARMA. We appreciate your enthusiasm.

To apply for this position, please send us your CV and cover letter. To do this you can submit the job application form linked [here](#).

ABOUT DHARMA

We exist to create a world where travel isn't about the WHERE but about the WHY.

DHARMA is a fast-growing, travel-tech startup who's innovative B2B2C business model creates, builds, launches, and operates trips for influential people and brands created around passion points - from fashion to wellness to food and wine. Our dynamic, enthusiastic team has a positive impact on the world and does exceptional work. Together, we are revolutionizing the way travel experiences are built, promoted, and delivered.