



## JOB DESCRIPTION

### DEVELOPMENT MANAGER –

### GLOBAL PARTNERSHIPS & CONVENTION SPONSORSHIPS

**Are you a driven, results-oriented sales leader who thrives on building strategic partnerships and fueling growth within the global LGBTQ+ travel industry?** The International LGBTQ+ Travel Association (IGLTA) is seeking a dynamic Global Partnership Sales Manager who brings creativity, persistence, and a consultative sales mindset — someone who sees every interaction as an opportunity to move closer to “yes.”

#### About the Role

As a key member of the Global Partnerships team, you will accelerate revenue growth by identifying, cultivating, and closing new Global Partnerships and Convention Sponsorships. You'll actively manage a high-value pipeline, build trust-based industry relationships, and align partner goals with IGLTA's mission-driven offerings.

#### You will:

- **Source, qualify, and nurture** prospective partners and sponsors across global tourism sectors
- **Develop compelling, value-focused proposals** and presentations tailored to partner needs
- **Negotiate and finalize** complex, multi-stakeholder partnership and sponsorship agreements
- **Consistently exceed revenue goals** through strategic prospecting and persistent follow-up
- **Represent IGLTA** at targeted trade shows, conferences, and industry events worldwide
- **Collaborate** with internal teams to ensure smooth onboarding, activation, and retention

#### You're a Perfect Fit If You:

- Have a **proven track record** in B2B sales, partnerships, or sponsorships, ideally in tourism, travel, and/or business events
- Excel in **consultative, relationship-based selling** and aim to surpass ambitious targets
- Are **proactive, resilient, and skilled** at turning “not yet” into “let's find a way”
- **Communicate persuasively** — verbally, in writing, and through presentations
- **Work independently**, stay organized, and thrive in a fast-paced, virtual environment
- Understand or are eager to **understand the unique dynamics of LGBTQ+ tourism**

#### Work Environment

This is a full-time, remote position based in the United States reporting to the Vice President, Global Partnerships (based in Paris, France). Domestic and international travel opportunities are part of this role.

## What We Offer

- Competitive base salary with performance-based incentives
- A collaborative, mission-driven, global team environment
- Opportunities for professional visibility, impact, and international networking
- The chance to directly support meaningful, inclusive travel worldwide

## How to Apply

Please apply via our [IGLTA Careers page](#)

IGLTA is an equal opportunity organization and encourages applications from individuals of all backgrounds, regardless of race, ethnicity, age, sex, sexual orientation, gender identity or expression, religion, marital status, immigration status, veteran status, or disability.

## **About IGLTA & the IGLTA Foundation**

The International LGBTQ+ Travel Association is the global leader in advancing LGBTQ+ travel and a proud Affiliate Member of UN Tourism. IGLTA's mission is to enable authentic travel that enriches lives and connects the LGBTQ+ community and tourism industry. IGLTA's global network includes 13,000+ LGBTQ+ welcoming accommodations, destinations, service providers, travel agents, tour operators, events, and travel media in more than 80 countries.

The **IGLTA Global Partnership** program builds strong brand alliances, providing our partners with the context, vocabulary and research to elevate their support of the LGBTQ+ travel community.

The **IGLTA Global Convention** is the world's premier educational and networking event for LGBTQ+ tourism. In addition to being the world's biggest convention specifically focused on LGBTQ+ tourism, it is also the longest-running.

The philanthropic **IGLTA Foundation** empowers LGBTQ+ welcoming travel businesses globally through leadership, research, and education.

For more information: [iglta.org](http://iglta.org), [igltaconvention.org](http://igltaconvention.org) or [iglta.org/foundation](http://iglta.org/foundation) and follow us on Facebook at @IGLTA, @IGLTABusiness and @IGLTAFoundation, X (formerly Twitter) and LinkedIn at @IGLTA and @IGLTAFoundation, and Instagram @IGLTA