



## Business Development Executive – Delegate Sales

### About Leaders

Leaders (Executive Sport Ltd) is an event business servicing a global network of senior executives involved in sports business and sports performance worldwide. Leaders' events are exclusive, invitation only and for the senior decision makers in sport. With conferences in London, New York and LA, Leaders incorporates a number of high level platforms as well as a series of specific workshops and networking opportunities, that make them the must attend international sporting events in the calendar.

### The Role

Leaders is looking for a confident delegate sales person to join us immediately to focus on growing our business at an international level.

Based in Wimbledon, South West London, the chosen candidate will be in a unique position to develop their career with a young, excitingly growing company at the heart of the sports industry.

We are looking for a proven, talented, ambitious & financially hungry individual to fill this vacancy immediately. The right candidate will be a dynamic, highly organised, disciplined, driven, persuasive, tenacious self-starter (ideally of graduate calibre), able to think independently but drive business as part of a bigger team.

A good understanding of the wider sports industry is preferable, whilst the candidate must be smart and professional at all times.

### Essential Skills and Experience

- ✦ Have at least 2 years proven track record in B2B sales
- ✦ An excellent communicator
- ✦ Tenacity and proven track record of volume telephone sales
- ✦ Business development acumen and ability to find new business
- ✦ Constant high performer and natural leader
- ✦ Ability to build rapport and relationships easily on the phone and face to face
- ✦ Commercial awareness within industry
- ✦ Dealing with senior executives to board level

### The Ideal Candidate will also

- ✦ Event sales experience (delegates, exhibitions or media)
- ✦ Have an interest in sport
- ✦ Looking to develop career in sport
- ✦ Pre-existing client base in sport
- ✦ London-based (ideally living within the South or West side of London)
- ✦ Have additional language skills (with a preference for Spanish, French, Italian, German and Chinese)



**Detailed responsibilities include**

- ✦ Generating revenue through B2B delegate sales for The Sport Business Summit global series
- ✦ Account management and relationship building
- ✦ Proactive approach to finding new business
- ✦ Managing incoming sales enquiries
- ✦ Strong ability to manage pipeline through CRM software

**Remuneration**

Basic plus commission role with a competitive OTE of £35-40k uncapped.

**Location & Hours**

Permanent, full time role (9am – 5:30pm) based in our offices in Wimbledon.

If you are interested please contact [Ross.Moore@leadersinsport.com](mailto:Ross.Moore@leadersinsport.com) with a tailored covering email and CV. Only successful applicants will be contacted within a week of application.