



## Business Development Executive – Membership Sales

The Leaders Performance Institute delivers insight and inspiration to a global network of senior coaches and practitioners involved in sports performance, through a series of high profile events (in LA, Chicago, New York & London), and a number of digital and print content platforms.

We're seeking a Business Development Executive to join a high performance team focused on growing our membership community globally. You will need to be an excellent relationship builder, with strong sales skills to present a multi-channel product whilst adapting to our customers' needs.

To be successful in this role, you must be hands-on, persistent, and have the ability to overcome objections, create solutions, and most importantly drive urgency and actions. You need to be a quick learner who is passionate.

We are looking for a sales person who can manage a broad geographical territory, selling mainly to clubs, leagues, federations, and high performance organisations such as Premier League Football teams, NFL teams, International Rugby teams etc.

### The ideal candidate will:

Achieve targets for Membership Sales

- ✦ Managing incoming enquiries and converting to sales
- ✦ Effective use of Salesforce CRM to identify missed opportunities
- ✦ Identify opportunities to increase sales productivity
- ✦ Proactive in attitude to secure more business

Identify new business clients

- ✦ Attending relevant conferences and networking events (when required)
- ✦ Effective lead sourcing across all channels
- ✦ Liaising with CRM team to establish relevant sales leads in industry

Account management

- ✦ Liaise closely with internal account manager

Act as ambassador for Leaders brand

- ✦ Networking with senior executives in the sports industry at various events
- ✦ Positive attitude adhering to the Leaders company values at all times

### The ideal candidate for this role would:

- ✦ Have a minimum of 2 years sales experience (ideally with business information, membership or subscription sales)
- ✦ Have a passion and knowledge of the sports industry
- ✦ Tenacious attitude
- ✦ Preferably a degree or subsequent qualification related to sports science, sports management, sports coaching



Salary plus Commission will be expected to be £35-40k uncapped.

**Location & Hours**

Permanent Full time role (9am-5:30pm) based in our offices in Wimbledon.

If you are interested please apply via the website with a tailored covering email and CV. Successful applicants will be contacted within a week of applying.

