



## Senior Sponsorship Sales Executive

**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, China & New York, 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 sales person to join us immediately to focus on growing our sponsorship, exhibition and advertising revenues across the entire international Leaders portfolio.

A good understanding of the wider sport business and sport performance industry is preferable, whilst language skills are an advantage.

### Areas of Responsibility

- ✦ Generating sponsorship, exhibition and advertising revenue to sport business and sport performance suppliers and agencies
- ✦ Build strong relationships at all levels
- ✦ Proactive approach to finding new business
- ✦ Servicing existing clients to secure renewal business
- ✦ Liaising with contacts on company database to secure new revenues
- ✦ Selling to senior executives and decision makers in the sports industry
- ✦ Working independently and as part of a bigger team

To be suitable for this role you **MUST**:

- ✦ Have at least 2-3 years proven track record in B2B sponsorship sales
- ✦ Preferably some event sales experience
- ✦ An excellent communicator and persuasive negotiator
- ✦ Tenacity and proven track record
- ✦ Ability to build rapport and relationships easily on the phone and face to face
- ✦ Highly organised and disciplined
- ✦ Self-starter and creative approach to selling

### Remuneration

This is a basic plus commission role with a competitive OTE of £50K+ uncapped.

### Location & Hours

This is a permanent, full time role (9AM TO 5:30PM), and will be based in our new offices in Wimbledon, so ideal for candidates living locally in South West London.

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