



## Business Development Executive – Delegate Sales

### About Leaders

**Have you got a love of sport and are looking for a challenge?**

The Leaders Performance Institute delivers insight and inspiration to a global network of senior practitioners involved in sports performance, through a series of high profile events, and a number of digital and print content platforms.

The Leaders Performance Institute summits (held in the United States & UK) are exclusive and invitation-only for the senior practitioners in sport (General Managers, Performance Directors, Sporting Directors & Coaching staff), delivering world class speakers and an unrivalled attendee experience, that makes them the must attend event in the calendar.

### The Role

Based in Wimbledon, South West London, we're seeking a Business Development Executive to join our high-performance team. You will need to be an excellent relationship builder, with strong telesales skills, whilst adapting to our customer's needs.

To be successful in this role, you must be hands-on, persistent, and have the ability to challenge the customer, 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 & high performance organisations such as the NBA, NFL, Liverpool FC, Series A etc.

### Your Responsibilities

- ✦ Achieve targets for Delegate Sales
- ✦ Achieve all KPI's set
- ✦ Manage incoming enquiries converting to sales
- ✦ Be effective on Salesforce CRM to identify opportunities
- ✦ Be proactive in attitude
- ✦ Be strong in building relationships
- ✦ Be new business focussed & Identify new business clients
- ✦ Attending relevant conference and networking events (when required)
- ✦ Effective lead sourcing across all channels
- ✦ Liaising with the CRM team to establish relevant sales leads in the industry
- ✦ Act as an ambassador for the Leaders brand
- ✦ Networking with senior executives in the sports industry at various events (when required)
- ✦ Positive attitude adhering to the Leaders company values at all times
- ✦ Support the Management team
- ✦ To work on other projects and tasks as and when required by the company

### The Ideal Candidate will also have

- ✦ Ideally a minimum of 1 years sales experience (new business ideally)
- ✦ Experience with CRM in B2B industries, preferably Salesforce
- ✦ Passion & knowledge of the sports industry
- ✦ Tenacious attitude



**Remuneration**

Basic salary plus commission role, with a competitive OTE of £35,000 - uncapped.

**Location & Hours**

Permanent, full time role (9am – 5:30pm) based in our offices in Wimbledon. You will occasionally be expected to work market-friendly hour's dependant on next global event.

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