



Senior Partnerships Manager

LEADERS (Executive Sport Ltd) is a membership, event and publishing 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, Atlanta, Abu Dhabi, Los Angeles and Florida, Leaders incorporates several 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 Leaders Performance Institute is an event, content, networking and knowledge-sharing membership platform servicing an unrivalled network of the world's high performance community. The purpose of this community is to drive the field of sports performance forward by shared insight and learnings.

The Role:

Leaders is looking for an ambitious account management and sales lead to join us immediately to focus on growing our partnerships within the elite sports performance space, through sourcing and delivering sponsorships, exhibitions and advertising/content marketing revenues across the Leaders Performance Institute international portfolio.

A good understanding of the sport performance industry, sports coaching and professional sports management is advantageous, but not essential

Areas of Responsibility

- ✦ Generating sponsorship, exhibition and advertising revenue to sport performance suppliers and experts
- ✦ Build strong relationships at all levels
- ✦ Working with the product management team to identify sector leaders and construct meaningful relationships
- ✦ Proactive approach to finding new business
- ✦ Account Management of 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
- ✦ Provide industry insights to ensure our offering is received favourably by the market
- ✦ Working independently and as part of a bigger team

To be suitable for this role you must:

- ✦ Have at least 3-5 years proven track record in B2B sponsorship sales and account management
- ✦ 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
- ✦ Demonstrate leadership to colleagues and partners
- ✦ Self-starter and creative approach to selling

Remuneration

This is a basic plus commission role with a competitive OTE of £55K+ uncapped.

Location & Hours

This is a permanent, full time role (9AM TO 5:30PM), and will be based in our offices in Wimbledon. If you are interested, please contact Charlotte.Boize@leadersinsport.com with a **tailored covering email and CV**. Only successful applicants will be contacted within a week of application.