

WE'RE HIRING!

Account Executive, Group Sales (UK & Germany)

Company: Spartan & Tough Mudder UK (subsidiary of Spartan Race Inc. USA)

FULL TIME

COMPETITIVE SALARY

UNLIMITED HOLIDAY

Accountable to: Corporate Sales Manager (UK)

Location: Central London

About Spartan and Tough Mudder UK:

From our humble beginnings in 2010, both the Spartan and Tough Mudder brands have grown exponentially across the globe, now operating in over 42 countries, delivering over 250 events annually and welcoming 10+ million people to our start-lines. Our mission throughout remains clear, to transform 100 million lives, and we are well on our way to achieving that goal.

From day one, we've built a culture to reflect that philosophy, bringing on quirky people who are great at what they do and passionate about our events and customers. Together we have created brands that have become movements and lifestyles; in just six years, we've helped our communities fundraise over £5M for UK charities and had over 10,000 people get Tough Mudder or Spartan tattoos. The opportunity ahead of us is vast, and we continue to look for the best, brightest and most badass to join us.

Our ideal candidate wants more than a few lines on their resume - they want to help build a company that changes the lives of millions of people for the better. This role will give you the opportunity to push your boundaries and find out what you're capable of, to work with and learn from incredibly smart people, and, most of all, to enjoy the journey of helping to market a world-class events organisation.

Sound like something you can get on board with?

THE JOB

Tough Mudder & Spartan are seeking a passionate and committed Account Executive to sell and renew new groups and teams for our UK and German events. The purpose of our group sales team is to deliver premium, fun, unconventional, life-changing experiences that will translate into better connected employees inside and outside the office.

Our Group Sales team is a fast-growing revenue driver and an important part of Tough Mudder and Spartan's business. It's evolving quickly, so this role sits on the leading edge of delivering impactful revenue to our business and building relationships with our corporate client base with the greatest long-term value. Not to mention an uncapped commission structure so the sky's the limit!

ROLES AND RESPONSIBILITIES

- Generate new revenue by prospecting and developing relationships with top companies, groups and charities in the UK and Germany
- Actively qualify leads, follow-up with prospective clients and grow pipeline
- Responsible for up-selling, cross-selling across all our event brands and renewing
- Full participation in extensive B2B outreach campaigns
- Maintain a minimum daily average of 45 outbound calls/emails – volume may be increased or decreased based upon the time of year and needs of the organisation
- Meet or exceed weekly, monthly and annual sales goals and activity requirements
- Attend networking events and conferences for lead generation
- Cultivate relationships and meet with clients in person
- Travel to event locations as needed to service high-value clients

Requirements	Essential	Desirable
Experience	<ul style="list-style-type: none"> ● Degree level education in a relevant discipline is preferred, comparable experience within the events/sales/partnerships industry will also be considered. ● 1-3 years of sales experience ● Experience in online software suites; Google Drive, Docs/Sheets etc. ● Proven track record in meeting and exceeding outbound B2B and VIP/Premium sales targets 	<ul style="list-style-type: none"> ● Experience in online software suites; Hubspot or Active
Knowledge	<ul style="list-style-type: none"> ● Bilingual English/German in written and spoken communications 	<ul style="list-style-type: none"> ● Familiarity with the Tough Mudder or Spartan brands
Skills and aptitudes	<ul style="list-style-type: none"> ● Strong critical thinker and communicator ● Ability to thrive in a fast-paced environment 	<ul style="list-style-type: none"> ● Proficiency in German

	<ul style="list-style-type: none"> ● Strong organisational skills and attention to detail ● Exemplary self-discipline, professionalism, pride and character ● Excellent oral and written communication skills ● Excellent relationship building and networking skills ● Highly self motivated and hardworking with a hunger to learn, grow & win every day 	
Personal qualities	<ul style="list-style-type: none"> ● Resilient, positive, can-do attitude. ● Team player ● Proven ability to maintain calm and clear decision making in high pressure situations 	
Other	<ul style="list-style-type: none"> ● Valid driving licence ● Willingness to be working away, 	

STILL THINK YOU'RE THE BEST PERSON FOR THE ROLE?

Please email ed.thompson@spartan.com with your CV and cover letter. Applications close: 11:59PM on Friday 11th November 2022.