

Are you highly motivated to promote our Motivational Speakers?

Business Development Executive

Location: Costock, near Loughborough, Leicestershire

Hours: Full Time

Champions (UK) Plc is one of the UK's leading award-winning brand and celebrity agency, boasting an enviable portfolio of clients, nationally and internationally - 66 countries and counting.

A family-owned business with solid family values and ethics, Champions has grown over the last 19 years and has evolved significantly winning awards such as **The Sunday Times Fast Track 100**, **London Stock Exchange Top 1000 businesses** and **The Telegraph Top 1000 Britain's Brightest Businesses**.

Working with the best **sport stars, politicians, business leaders** and **celebrities** you will be tasked to work with our corporate clients to negotiate one-off and long term engagements and contract partnerships. Clients include the likes of **Goldman Sachs, GSK, Bupa, Tesco, Ford, Amazon, Barclays** and **Google** to name just a few.

With a vibrant and dynamic team of over **70+ highly-skilled staff** and still expanding, Champions' continued success is creating additional and exciting employment opportunities.

Impressive monthly bonuses with team outings including **trips abroad, weekend breaks, meals out** and **even feeding lions!** Regular events at **The Dorchester Hotel, The Gherkin, Wembley, The O2** and **Michelin star restaurants**. This role is a real unique opportunity to rub shoulders with world leading celebrities and experience and be part of money can't buy experiences.

Responsibilities

- Handling inbound enquiries
- Analysing clients' event needs and matching appropriate speakers
- Combining our extensive list of speakers to find the most suitable match for our clients
- Presenting speaker options to clients
- Negotiating with clients and prospective speakers
- Providing contractual and logistical support to clients and speakers
- Cross-selling additional brand boosting services
- Maintaining accurate records
- Developing new client base and building a sales pipeline
- Working to and achieving monthly targets

Experience, Qualifications and Skills Required

- A good knowledge of sports stars, leading business figures, politicians and celebrities from the entertainment world
- Previous proven sales experience
- Self-motivated, organised and excellent planning skills
- track record of achieving targets
- Ability to build rapport with clients of all backgrounds
- Excellent written and spoken communication skills
- Excellent IT skills
- Outgoing friendly personality and first-class telephone manner
- Results-driven and a proven achiever
- Enthusiastic, energetic and can work on own initiative

Benefits

- On-site gym
- The opportunity to take country walks around our grounds for exercise and well being
- New starter goodie bag
- Above and beyond bonus scheme
- Enhanced holiday allowance after three continuous years with the company
- Modern, clean and spacious office in our new £1million digital hub
- Departmental socials
- Training throughout the year
- Contributory pension scheme
- Birthday bottle of bubbly
- Weekly cake club (Covid-19 permitting)
- Yearly Christmas party – all expenses paid (Covid-19 permitting)

If you are interested, please send a convincing covering letter, stating why you believe you are suitable for this position and your present salary, along with an up to date CV to: careers@championsukplc.com