

Have You Got The Talent We're Looking For?

Celebrity Sales Talent Executive

Location: Costock, near Loughborough, Leicestershire

Hours: Full Time

Champions (UK) Plc is one of the UK's leading award-winning brand agencies, boasting an enviable portfolio of clients, regionally, nationally and internationally.

A family-owned business with traditional family values, Champions has grown over the past 15 years and has evolved significantly.

Proudly, we continue to invest in our staff and new technology, to ensure we are at the cutting edge of providing our clients with the most up to date services that achieve results.

Today, with over 90 highly-skilled staff and still expanding, Champions' continued success is creating additional and exciting employment opportunities.

Dynamic, fast-paced, energetic and results-driven, you will need to hit the ground running and work on securing media work, appearance and endorsement deals for our celebrities. The role also involves matching the best personalities to our clients' requirements.

Responsibilities

- Targeted outbound sales
- Handling inbound enquiries
- Analysing clients' Celebrity Talent needs and matching appropriate talent
- Presenting talent options to clients
- Negotiating with clients and prospective celebrity talent
- Providing contractual and logistical support to clients and celebrities
- Cross-selling additional brand boosting services
- Assisting the team with social media support for the department
- Writing blogs for the website
- 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 celebrities and well-known sports personalities
- 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

Closing date: Monday 11th February 2019

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