

## Are you highly motivated to promote our Motivational Speakers?

### After Dinner Speaking Sales 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.

We have a thriving After Dinner Speaker agency, booking prominent sports, motivational and business speakers for events around the world. This position involves matching the best possible personalities to the nature and style of our clients' events.

#### 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

**Closing date:** Friday 15th March 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](mailto:careers@championsukplc.com)