

Have you got the Champions X Factor?

Music and Entertainment 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 110 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.

With the opportunity to work with some of the most iconic names in music, including the likes of Rudimental and numerous X Factor and Britain's Got Talent stars, this really is a role like no other.

You will have the opportunity to work with hundreds of talented acts and get involved with a wide range of exciting projects, including organising festivals and planning big corporate events.

Responsibilities

- Targeted outbound sales
- Handling inbound enquiries
- Analysing clients' 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 the music and entertainment world
- Previous proven sales experience
- Self-motivated, organised and excellent planning skills
- Track record of achieving targets
- Ability to build rapport with clients
- 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: Tuesday 30th April 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