

Sales Executive

SportAccord – Lausanne, Switzerland

As a Sales Executive, you will:

Attack each day with the type of enthusiasm for sales that can only be identified by your personal creed of ABC (Always be Closing) and your ability to quote Alec Baldwin's performance in the movie Glengarry Glen Ross word for word!

As Sales Executive, your main mission is to simply get it done regarding hitting and exceeding commercial targets and establishing and maintaining long-term commercial relationships. You aren't afraid of a no answer and making the number of calls per day that will make an average sales person cringe.

Do you have what it takes?!

About us:

SportAccord is the world's premier and most exclusive annual event at the service of sport. It is focused on driving positive change internationally and dedicated to engaging and connecting; rights holders, organising committees, cities, press and media, businesses and other organisations involved in the development of sport.

SportAccord is a not-for-profit organisation which annually brings together representatives from more than 100 International Sports Federations affiliated with the following umbrella organisations that host their Annual General Assemblies at SportAccord.

GAISF (Global Association of International Sports Federations) **ASOIF** (Association of Summer Olympic International Federations), **AIOWF** (Association of International Olympic Winter Sports Federations), **ARISF** (Association of IOC Recognised International Sports Federations), **AIMS** (Alliance of Independent Recognised Members of Sport) and **Associate Members**. In addition, SportAccord receives the **full support of the International Olympic Committee**.

Responsibilities

Pre-Event

- Lead generation
- New territories research
- Database management
- Delegate sales
- Publication advertising sales
- Advertising and listing sales
- Updating sales opportunities and pipeline management
- Participation in sales brainstorming meetings

During-Event

- Management of exhibitor needs/ trouble shooting
- Facilitate room drops/ sponsor breakfast meetings
- Facilitation of networking via introductions
- Distribution of priority rebooking forms
- Exhibitor renewal meetings (with Sales Manager)
- Meetings with delegates, general sales meetings to build next cycle pipeline
- Collect general client feedback
- Attend official sponsored functions
- Customer engagement via social media

Post-Event

- Assist post-event sales presentation

Knowledge, Skills, Experience and Other Requirements

The ideal candidate will:

- Already have a background in Sales and Account Management and successful professional experience. International working and living experience would be an important asset.
- Have a customer-oriented mind-set combined with strong technical acumen to achieve timely delivery of high-quality services and support. Have a proven track record in obtaining results in a high-pressure environment; prior experience working with high-level, influential clients is a pre-requisite for this role.
- Possess confirmed organisational, process and communication skills. Be a native English speaker with excellent business writing skills; knowledge of any additional languages are a plus (French, German, Italian).
- Hold a valid Swiss work permit.
- An excellent working knowledge of Salesforce.
- A flexible and committed approach to the job.

Submit Your Application

If you meet these requirements, please submit your motivation letter and CV to SportAccord by **Thursday, 22 February 2018** - info@sportaccord.com

For more information on SportAccord, visit www.sportaccord.com