

TITLE OF POSITION: Sales Executive

REPORTS TO: Sales Manager

CONTRACT DURATION:

Fixed term to October 2023

PACKAGE

£25,000 – 28,000 + commission (depending on experience)

Company benefits include access to training budgets, private health insurance and EAP, competitive pension scheme, discount scheme enrolment alongside potential for hybrid working.

ROLE OVERVIEW

STH UK is a leader in the creation of premium spectator experiences through unique and innovative travel and hospitality programmes at sporting events.

We require an enthusiastic and experienced sales professional to maximise corporate hospitality and travel package revenue for the business. The role requires establishing and managing key relationships with direct corporate clients, high net worth individuals and creating initiatives with relevant third parties.

The successful candidate will have a minimum of one year sales experience, demonstrating the ability to exceed targets.

KEY RESPONSIBILITIES

Sales Activity

- Develop and shape a proactive approach to achieving sales targets and objectives
- Prospecting High Net Worth Individuals and large, mid and small cap companies
- Generate new Travel & Hospitality business through proactive telephone discussions
- Conduct face to face meetings with clients where appropriate
- Close, up-sell and manage all inbound enquiries generated by the Marketing team
- Be accountable for progressive execution and management of strong and effective relationships with:
 - Other senior management members and staff
 - STH UK customers and prospects
 - Key stakeholders, third parties and partners
- Ensure thorough review sessions and analysis of performance to improve output
- Understand the products completely and being able to position them accurately and positively in the marketplace
- Understand and practicing the consultative sales process and continually test and review personal sales activity and methods
- Understand the company (STH), its suppliers, stakeholders and related companies

Sales Administration

- Maintain relations and keep accurate detail on communications with customers using the CRM system
- Accurately update data into the CRM system, feeding back any areas for improvement and efficiency
- Lead line manager 1:1's through preparation and a strong analytical review approach
- Responsible for administering project inboxes and responding to client enquiries in a timely manner

KEY COMPETENCIES/SKILLS

- A minimum of one year Sales experience
- Communication / networking and influencing skills
- Written – well constructed consultative emails
- Experience in face-to-face meetings and consultations

- Clear and purposeful telephone manner
- Resilient mind-set
- A passion for sport would be beneficial.
- Thrive on working to performance targets, motivated, enthusiastic, self-disciplined, and focused
- Commitment to preparation and planning, manage time and prioritise tasks
- Contribute and work within a team environment

COMPANY INFORMATION

Who are we?

[STH UK](#) is the UK based office of [STH Group](#), with offices in London, Tokyo, Auckland and Melbourne. Our infrastructure is underpinned by incredible shareholders of [Sodexo Live!](#) and [Mike Burton Group](#), enabling a truly global reach and service offering.

Through joining STH UK, you can be part of a motivated, empowered team that thrive on the excitement of working to bring fans to the heart of the action at the biggest sporting events in the world. We have a collaborative and driven culture and consider our team members our primary asset. We're proud to host a diverse team over multiple country offices and commit to ensuring we maintain and build an inclusive, progressive and collectively successful business. It's our team members individuality and commitment that enable us to maintain our high-performance, record strong engagement rates and offer internal development opportunities - ensuring that as we grow, they grow.

Our Company partners with event owners to make the biggest sporting events in the world even better! From the Olympic Games in London and Tokyo, the Cricket World Cup in England & Wales to the Rugby World Cups in Japan, England, New Zealand and France, our award-winning team cover the globe to create travel and hospitality programmes with one simple ambition – to leave sports fans knowing they have just been part of an experience of a lifetime.

We can't wait to discuss our opportunities further with you