**Job description**

**Business Development Manager - US Territory (Working hours according to club area)  
  
LOCATION: Manchester**

**THE ROLE:**  
**The role involves working on specified projects on behalf of leading sports rights holders across North America, including those in the MLS & NFL. You will be responsible for the end-to-end project by prospecting your own data, making your own appointments, and finalising partnerships with regional businesses to become 'Associate Partners' with our associated sports clubs.**

***Working within our US team on hybrid working hours consisting of 14:00 - 22:00 Monday - Thursday and 12:00 - 19:00 on Fridays. 2 days remote working are included***

Eleven Sports Media construct high-value partner programs for rights-holders (clubs) all over the world. We are firmly established across the English Premier League, EFL, MLS, NFL, NBA & NHL. We predominantly sell and facilitate business partnerships between rights-holders and regional business's.

**KEY RESPONSIBILITIES:**

* Generating new business by selling and explaining the benefits of becoming an Associate Partner with our associated sports clubs.
* Operating in a B2B sales position on behalf of certain clubs throughout North America.
* Following the Eleven structured sales process, ensuring that Eleven business standards and best practices are always adhered to.
* Operating within a 360 sales position, generating your own appointments and closing new business with c-suite and director level decision makers via Teams / Zoom with a view to completing sales within a short sales window.
* Arranging video conferencing meetings via Teams and/or Zoom with a view to completing sales with a fast turnaround time.
* Selling the portfolio of Eleven Sports Media Community Partnerships and products to new customers.
* Becoming an expert within the sports industry and community-driven sports partnerships.

**PERSON SPECIFICATION:**

* A minimum of 3 years proven, direct, successful, B2B selling experience.
* The ability to sell over the phone, via video conference, and via face-to-face meetings with c-suite and director level decision makers.
* The desire to progress within our sales team, aspiring to become a successful and established individual
* The desire to listen, learn and embrace the Eleven Sports Media Sales process and best practice methods.

**PACKAGE:**  
Basic salary £30,000 - £60,000+ with a realistic OTE of £85,000 - £130,000+

* Generous employee share schemes, rewarding contribution towards overall growth targets
* Attractive first role in the sports industry
* Company wide bonus schemes / incentives

Benefits:

* Additional leave
* Company events
* Free or subsidised travel
* On-site gym
* On-site parking
* Work from home

Supplemental pay types:

* Bonus scheme
* Commission pay
* Performance bonus
* Quarterly bonus
* Yearly bonus

Experience:

* B2B sales: 2 years (required)

Ability to Commute:

* Manchester (required)

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