

POSITION AVAILABLE

ROLE: Head of Sales

BACKGROUND

A very exciting opportunity to build and lead the sales teams for a football & sports technology company (<https://www.eliteskillsarena.com/>) based in the UK and with a strong global client base including FC Barcelona, Manchester City, Red Bull NY.

We design develop and manufacture advanced training equipment and related data and analytics services.

5 years operation. 7 figure turnover. Profitable. Clear market leader in an emerging category. Substantial inbound demand.

The company is transitioning from CAPEX sales into selling our hardware and data as-a-service. It has customers in over 30 countries and a global network of distributors.

THE ROLE

We are seeking a strategic Head of Sales to spear head our outbound global sales strategy.

The ideal candidate will have the ability to both act in a hands-on direct sales capability while the team is still small and scale up to manage a team of sales staff across different regions.

The candidate will need to be comfortable representing the business effectively in the wider market – speaking directly to customers and managing distributors and channel partners. They will need to work closely with the Head of Marketing and the CEO to improve our conversion rates and scale our direct sales capabilities.

THE PERSON

We are seeking someone with:

- Experience in sales – must have 5 years + experience.
- Experience leading and motivating teams during rapid periods of growth and to KPIs.
- The ability to oversee and optimise a global network of distributors.
- Experience speaking in public and at industry events
- A strong understanding of marketing, sales and growth levers.

And the ideal candidate has some of the below:

- Experience selling technology, sports technology is a bonus
- Experience selling products as a service
- A track record of building direct sales functions from scratch
- Motivated by working within sports and engaging with high-profile stakeholders in the football industry.
- A passionate football fan!

TO APPLY

Please forward a full and up to date CV, as well as a covering letter for the role to ben.perry@eliteskillsarena.com. Please reference the job position in the title and contact us if you wish to ask any more information about the role.

We look forward to hearing from you!