



Event Sales Manager

International Teqball Federation



Role: Event Sales Manager

Reports to: General Secretary

Clients: FITEQ

Location: To be confirmed

Background

The International Federation of Teqball (FITEQ) is the governing body presiding over all matters related to the discipline of Teqball. As a federation, FITEQ's primary mission is to introduce and develop the sport globally and unite the international Teqball community. Teqball is aiming to grow at a rapid pace and to quickly become one of the most exciting sports to come on the scene. As such, this federation wants to be a leading voice in developing up and coming sports while promoting best practices and guidelines.

The Role

FITEQ is looking to bring on board an Event Sales Manager to increase the commercial impact of the federation's events. The role is crucial in implementing new revenue management streams while considering costs. It is in line with FITEQ's plan to grow the event management team and develop the federation's event portfolio on a global scale. FITEQ's events are essential for the development of the federation's DNA and awareness of Teqball within the international sports community.

Key Responsibilities

- Optimize the sales process and generation of a target market
- Contribute to and drive the implementation of FITEQ's core strategy and comply with SMART objectives.
- Increase sales revenue and customer engagement for FITEQ
- Raise awareness to Teqball and the FITEQ organisation
- Work in conjunction with the team to compile high quality sales presentations
- Assist the creation of global competition portfolio; ensuring a full calendar of events
- Coordinate and collaborate amongst and across disciplines; between the sports department and other departments within FITEQ
- Promote male, female and non-able-bodied participation
- Collaborate with all technical, commercial, administrative teams as well as volunteers to implement planification, rules, within the given budget and deadlines
- Establish and maintain strong sales relationships with stakeholders
- Collaborate and inspire in a team of multi-disciplined professional staff
- Ensure the smooth-running of all event sales to ensure to the success of the sport

- Identify potential risks of all disciplines and sport related activities; contribute to the development and implementation of strategies to mitigate said risks and put contingency plans in place

Qualifications & Skills

- 4-6 years sales experience in an international environment, ideally in premium service sales as sport events, hospitality experiences, conventions and large events, premium real estate or comparable sectors
- University degree in Business Management or similar
- Proficiency in English; additional language(s) are an asset
- Extraverted and goal-oriented personality seeking contact with stakeholders and potential clients
- Excellent abilities to build long lasting interpersonal relationships
- Value-driven with the ability to inspire; serve as a true ambassador for Teqball as well as for FITEQ's goals and culture
- Adaptability and efficiency when navigating within a small, growing structure
- Passion for the Teqball disciplines and dedication to contribute to its growth in the world of sports
- Clear sense of priorities for efficient management of projects and deliverables
- High integrity and ethics guiding the ability to prioritise the requirements of colleagues

Application Process

To apply, please upload the following on the SRI job platform:

- Attachments should include your CV, cover letter and the application form; word format is preferred
- Applications close at 1730hrs CET on 30 November 2018
- Applicants must be legally entitled to work in the Hungary (European Union)

For further information, contact Joris Lacroix on:

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