



## Account Manager

**Contract:** Full Time

**Location:** London Bridge

**Salary:** £24000 - £27000

### BACKGROUND

FACE Partnership owns several leading cycling properties including the Revolution Series and Rapha Nocturne. In 2017 we began a new three-year partnership with Rapha to expand the Nocturne internationally to create the Rapha Nocturne World Series.

### THE ROLE

The Account Manager will be responsible for managing sponsor and corporate client relationships across FACE events including managing sponsorship fulfilment and activation. This will involve working closely with the CEO and Rapha on the planning and development of the Rapha Nocturne Series.

The Account Manager will also be responsible for managing corporate track days and VIP hospitality at FACE events including all communication with hospitality guests and the design and delivery of the VIP experience.

### KEY RESPONSIBILITIES

- **CRM** - manage sponsor relationships and other commercial partnerships ensuring that all deliverables are met. Develop corporate and cycling industry contacts and build relationships to generate new leads and business.
- **Project Management** - Work closely with the Operations Team to develop and manage corporate track days and hospitality at FACE events. Manage all communications with clients/guests to ensure a premium customer experience at FACE events.
- **Support Sales Process** – manage corporate and hospitality databases and generate hospitality and track day sales. Assist commercial team to develop sponsorship leads utilizing Pearlfinders and other research.

### CORE COMPETENCIES

- Strong communication and interpersonal skills with the confidence to liaise with clients in person and on the phone.
- Ability to build and maintain a network of contacts.
- Ability to liaise with and manage relationships with multiple stakeholders.
- Ability to work in a constantly evolving environment and collaborate with the wider team to make key decisions on projects.
- Strong organisation skills to manage multiple workstreams and databases
- Creativity to follow the FACE approach and step outside established industry conventions - ability to contribute ideas to future events concepts.
- Energy, determination and ambition.





- Flexible working hours are a must, with occasional evening and weekend work, as well as international travel.

#### **EXPERIENCE**

The ideal candidate for the role will have at least two years of experience in an account management role, either client or agency side.

The candidate is more likely to come from a sports background than have an intimate knowledge of the cycling industry.

#### **CONTACT**

Please send your CV and any additional information to: [careers@facepartnership.com](mailto:careers@facepartnership.com)

*Closing date: **Monday 18<sup>th</sup> September***

