

Partnership Manager (Business Development Manager)

Base: Home-based – Scotland

Term: Full or part-time, permanent**

Salary: £24-30k base (pro rata for part-time), plus uncapped commission (realistic £8k OTE)

LAPS are looking for someone to join our team on a full or part-time, flexible basis to help us generate income from advertising, sponsorship, placements and career events. This role will cover clients based in Scotland, and you can be based anywhere in the region with easy access to Edinburgh and Glasgow.

This role is all about talking to businesses about what we do and then encouraging them to get involved. There are a range of ways they can do this; advertising and sponsorship, job placements, attending a careers event, or offering work experience or advice to our members. You will ultimately be focussed on generating income, and you'll own the whole process, from lead generation, presentations and closing deals, through to account management and regular contact via phone, newsletters and meetings. We aren't looking for someone with lots of previous sales experience, and the salary scale reflects that. Our experienced team will be on hand to help you improve your current skill-set. We are looking for flair, tenacity and effort over and above experience.

In addition to the core role, you will also work with Hannah, our Member Manager, to increase awareness of what we do within player unions and governing bodies within Scotland.

About You

- A current or former elite athlete
- A good communicator and networker, equally happy to spend your day on the phone, at networking events, or meeting with clients
- Commercially aware and happy to ask for the order and close the deal
- Comfortable with technology (we are principally an online platform)

What does success look like?

- Exceeding quarterly sales targets
- Increasing the number of businesses we work with
- Existing clients renew their contracts
- Widening the range of sectors we can offer opportunities in
- Helping LAPS members to find new fulfilling jobs

Working for LAPS

We're a virtual team, and all work from home (and the odd coffee shop). As well as a base salary, we offer a quarterly commission, the chance to own part of the company through a share scheme, a company pension and unlimited holiday entitlement. This doesn't need to be a 9-5 job, and as such can work flexibly around your other commitments, whether that's training, competing, commentating, coaching or family.

**We think this is probably a part-time role, but depending on your salary expectation, and what other areas of our business you could get involved in (i.e. delivering workshops, supporting our marketing, etc.), we might be able to justify a full-time salary. Please let us know your preference in your cover letter.

Timetable

Deadline to apply: midday on Monday 3rd August

Initial Phone Calls: w/c 3rd August

Interview and Presentation: w/c 10th August

Meet the Team (via Zoom): w/c 17th August

As an equal opportunity employer, we encourage people to apply regardless of religion, ethnic background, nationality, disability, sexual orientation, or gender identity.