

HYROX

Partnership Sales Manager | North America

HYROX - The World Series of Fitness Racing is a global sport event series started in 2017. HYROX is the new sport of fitness racing, composed of a community of fitness enthusiasts training towards a common goal. HYROX provides a journey of personal improvement and community driven success for people of all fitness levels & backgrounds. Inspired by millions of active people around the world considering fitness as their lifestyle HYROX offers a competition based experience for everybody together with strong partner brands like Puma, Red Bull and Myprotein and more.

Description

The HYROX North America team is looking for an energetic mid-senior level Partnership Sales Manager, based in Chicago IL, to join our growing team! HYROX has grown to a global event series with over 80 events globally. The Partnership Sales Manager serves as the outward face of HYROX to the national and international B2B market as well as support the HYROX global Revenue and Business development Team. The role takes responsibility for researching and developing sponsoring based partnership sales leads as well as business development opportunities with a special focus on non-endemic regional, national and international partnership. This position offers a great opportunity as a key player in the global HYROX Expansion. The role requires residence in the Chicago IL Area and includes frequent travel, event and non-event related.

Core Responsibilities

- Manage the day to day development of new Sponsorship Sales based on a global consistent, revenue related partnership strategy
- Meet annual sales goals for target markets and industries
- Leveraging existing national Partnership Relationships
- Develop communication and brand activation strategies for individual partner activation and industry related communication and maintain positive and long term relationships to support the growth of the business relationship
- Creation and Implementation of high quality Sales decks and customized Activation opportunities inspiring brands expanding all opportunities
- Collaborate with the Global HYROX Revenue Team leading international and global Sales Targets
- Work with and use CRM tool to track leads and opportunities

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Qualifications & Competencies

- + 3 years experience and proven track record in sponsorship and/or Partnership Sales, preferred inside the Sport (Event) Business
- Experience in business development & retention
- Existing network into the B2B Sponsorship industries, preferred in non-endemic areas
- Experience in working with Presentation, Calculation, Project Management Software, and CRM Pipelines (Google Suite based)
- Ability to craft high level sponsorship decks and inspirational brand pitches
- Strong communication skills, both verbal and written form
- Strong business sense, sales ability and understanding of partner related marketing goals
- Hands-on, structured and solution-oriented work ethic
- Positive and team-oriented, results driven mindset, ready to support a high growing sport to become a global success story
- Passionate to add valuable brands and products to the HYROX journey

Benefits & Compensation

- Based on your experience level the salary ranges from approx. \$80.000 to approx.\$90.000 p.a.
- Attractive Holiday & PTO plans
- Health insurance, plan
- Retirement savings scheme
- A relaxed work atmosphere in a supportive team, flat hierarchies, and short decision-making paths, along with autonomy and creative freedom in your daily work.
- The chance to grow, learn, and thrive with opportunities for development in a dynamic, expanding company.
- Attractive office location in River North, Chicago IL.

For consideration, you just need to upload your CV and answer our questions on our application platform. Your contact person is Jochen Möller.

APPLY HERE