

HYROX

Senior 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.

THE ROLE

The HYROX North America team is looking for an experienced and energetic 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 supporting the HYROX global Revenue and Business development Team. The role takes responsibility for starting and developing long lasting national and international, endemic and non-endemic sponsoring business partnerships 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

- Take full ownership of the day-to-day development of new sponsorship relationships following a globally consistent, revenue-driven partnership strategy.
- Consistently achieve annual sales goals for target markets and industries from day one.
- Leverage an existing network of national and international partnership relationships to create business opportunities.
- Develop communication and brand activation strategies for individual partner activations together with the Account Management to ensure long-term, positive relationships that support business growth.
- Create and implement high-quality sales decks, inspiring brands to maximize all partnership possibilities.
- Collaborate with the global HYROX revenue team to lead international and global sales targets, contributing from the start.
- Work with the CRM tool (Monday Sales CRM) effectively to track leads, opportunities and pipeline progress.

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QUALIFICATIONS & COMPETENCIES

- + 5 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
- 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
- You value in-person collaboration in our office-first environment

BENEFITS & COMPENSATION

- Attractive Holiday & PTO plans
- Health insurance plan
- Retirement savings scheme
- A vibrant work atmosphere in a supportive team, flat hierarchies, and short decision-making paths, along with autonomy and creative freedom in your daily work.
- A good work-life balance with flexible trust-based working hours and the possibility to work from home on occasion
- Attractive office location in River North, Chicago IL.
- The chance to grow, learn, and thrive with opportunities for development in a dynamic, expanding company.

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

APPLY HERE