



# THE OPPORTUNITY

## Sales Account Manager - Scotland

### JOB OVERVIEW

We are looking for a sales manager covering the Scottish territory, to join our UK Sales team and play a vital role in the success of Life Fitness UK.

Working across all segments of the UK fitness industry, you be responsible for building solutions utilising our commercial portfolio, developing your own pipeline, and building relationships with new and existing customers.

As an integral part of the Core sales team, you will work in partnership with our internal departments, to plan and execute your territory strategy, ensuring the success for your customers in alignment with Life Fitness goals and objectives.

Collaborating with the Core sales team and the UK Sales Director - Core, you will use data and analytics to develop and take responsibility for executing strategies to further develop our mission to be the UK partner of choice.

**POSITION TITLE:** Sales Account Manager  
**LOCATION:** Field Based  
**REPORTS TO:** Sales Director - Core  
**SALARY:** £35,000 + OTE + Car allowance  
**HOURS:** 37.5 hours p/w

### MAIN JOB RESPONSIBILITIES

#### People Focussed

- Actively participate in team culture to achieve department and company objectives.
- Project a positive, helpful, and can-do attitude, while being an active listener to attend to multiple tasks and responsibilities.
- Take ownership of your personal and career development plan.

#### Customer Centric

- Be the face of the company in your territory fostering long term, mutual success.
- Develop and maintain existing and new customer relationships through inbound and outbound calling, face to face meetings and industry events.
- Process a wide variety of calls and emails, swiftly identify needs and initiate the next actions.
- Listen to our customers and negotiate innovative solutions aligned to customer challenges and problems.
- Interpret market data and identify trends to provide insight-led solutions to our customers.

#### Performance Driven

- Achieve annual targets, supporting our customers with mutually beneficial, commercially viable sales.
- Reach weekly and monthly KPI's set out by the UK Sales Directors aligned to business and company strategy.
- Upsell to customers, utilising a range of solutions across our portfolio.
- Work with sales and service teams to maximise customer enquiries.
- Utilise CRM system to record, track and manage all customer interactions.
- Lead and execute tender submissions within territory.

**CORE**  
VALUES



PLAY AS  
ONE TEAM



GET THINGS  
DONE



DRIVE  
INNOVATION

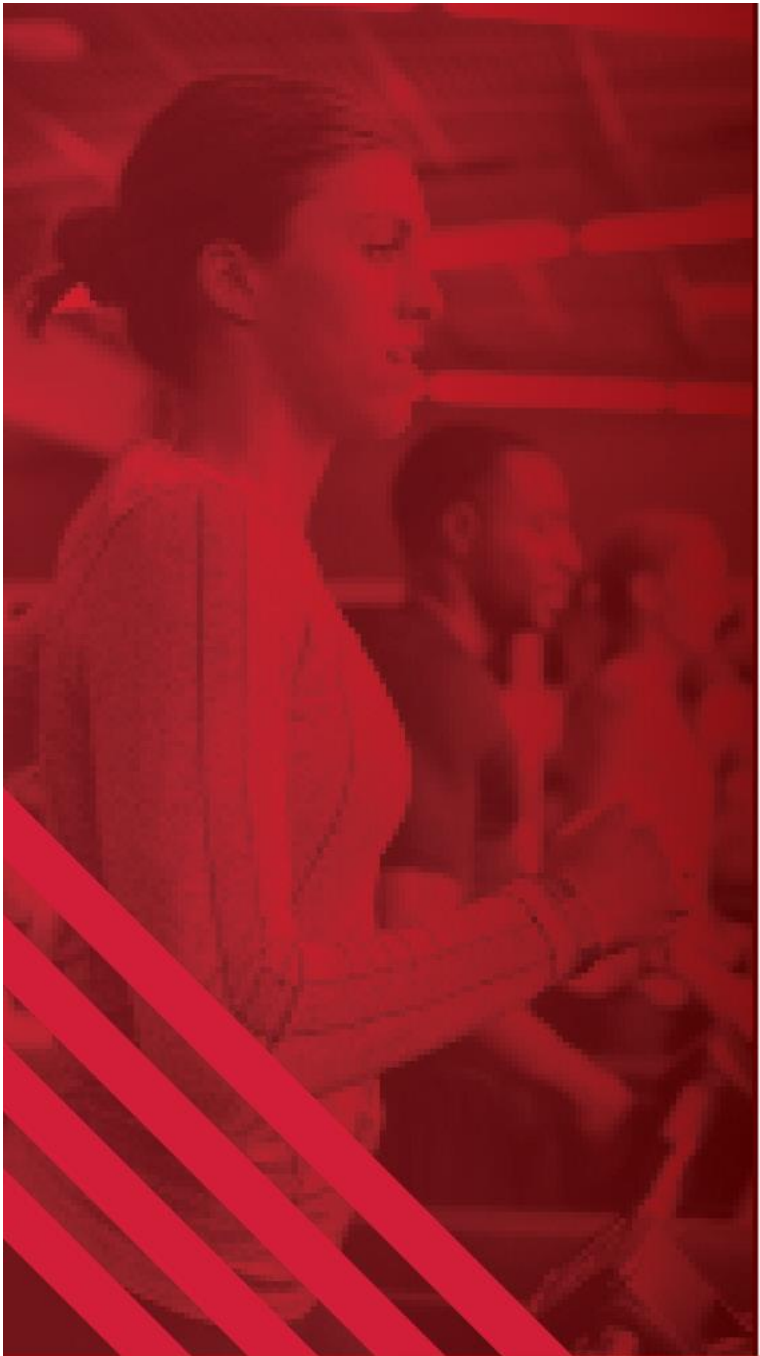


OUTPERFORM THE  
COMPETITION



EMBRACE  
CHANGE

**LIFEFITNESS**  
FAMILY OF BRANDS



## COMPETENCIES

- Have previous experience working in a sales role, delivering against KPI's and executing sales strategy.
- Demonstrate excellent communication, planning and organisation skills.
- Be competent in face-to-face meetings across varying levels of management. Where appropriate deliver thought provoking presentations and solutions.
- Understand the impact of fitness trends and the importance in gym design and consultancy.
- Be confident in answering incoming calls, making cold outbound calls and have excellent email etiquette to respond to email communications.
- Be willing to travel nationally, with occasional overnight stays required.
- Have a desire to learn and develop to progress through our career pathway.
- Be a team player, with a customer centric approach.

If you are interested in applying for this role, please send your CV and cover letter to [uk.careers@lifefitness.com](mailto:uk.careers@lifefitness.com)

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