



BUSINESS DEVELOPMENT MANAGERS

LES MILLS US

We're on a mission...To create a fitter planet. Are you in?

Thousands of people are enjoying a Les Mills workout somewhere in the world right this second. Yep, every minute of every day - from Africa to Australia - our global tribe of instructors is busy motivating people through the power of group fitness. We've been doing this since 1968. Mixing great music with cutting edge science to guarantee results. The next level is always our goal, so get moving and join us.

And we're just getting started. Our US team is in an exciting growth phase launching new products and driving towards significant growth targets. We're looking for Business Development Managers with considerable sales and industry experience to join our Customer Experience team in the US.

The Role

- You'll be responsible for delivering on quarterly and annual revenue and retention targets focused on new business development in your territory.
- New partners will be engaged, energetic in their relationship with Les Mills and will be exceeding their business goals.
- You'll work closely with our Account Managers ensuring our partners have a smooth launch process and ongoing success, deepening their relationship with Les Mills.

The Candidate

- You'll have extensive commercial and sales experience, preferably within the fitness club industry.
- You're target driven and committed to achieve sales, you thrive in fast paced environments and deal well with change.
- You always bring out the best in others, driving overall team results.
- You'll be a strong presenter, both formally and informally – using your experience within the industry to credibly add value to your partner accounts.

To apply for this awesome opportunity please email your resume and cover letter to lmus.jointhetribe@lesmills.com

Join the Movement

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