

# Commercial Director (M/F)

UTMB Group - Chamonix (74)



## Who are we?

UTMB Group is the global leader of the trail running discipline. This sports property based in Chamonix-Mont-Blanc in the French Alps, has launched the UTMB® World Series in 2022 in partnership with The IRONMAN Group (TIG). UTMB® World Series is the number one trail running series in the world, bringing together about 30 leading international events to give all trail runners the chance to experience the UTMB® adventure across the world.

## Who are we looking for?

UTMB Group is looking for an experienced Commercial Director, expert in international sponsorship sales in the sport industry. He/she will be in charge of the development of sponsorship for the UTMB World Series, the largest international circuit of trail running. The candidate will have to demonstrate a wide-ranging network of sponsorship decision-makers in EMEA and beyond. He/she has strong management skills to manage a team of 8 to 10 people located in different countries.

Bloch consulting is supporting UTMB Group in the recruitment of their future :

## Commercial Director (M/F)

### Your mission !

Our future Commercial Director will be first expected on his/her capacity to develop global sponsorship, to manage the commercial team and to maximize the synergies with The IRONMAN Group Global Sales Team.

He/she will manage a team of 8 to 10 people in charge of sales, account management and sales administration.

The Commercial Director will work in close collaboration with the different cross functional teams of UTMB Group (Sport & Sustainability, Marketing & communication, Operations, Finance... ) and with the global sales team of The IRONMAN Group.

He/she will report directly to the CEO of UTMB Group and his/her main responsibilities will be:

- Guarantee a solid pipeline of leads in the different product categories: global sponsorship, event sponsorship, event expo, licensing and hospitalities
- Make the most of the specificities of trail running (sport, sustainability approach, mountain spirit,...) to develop endemic and non-endemic sponsorship
- Support the operations in regards with the host cities revenues
- Secure and develop the current sponsorship deals
- Monitor the conception and update of the commercial offers, including the rate card, asset inventory and the relevant commercial tools (presentation, print document, digital,...)
- Supervise the key productivity tools required by the commercial team in its day-to-day operations: CRM, approvals and asset management and any other tool which might enhance the team's efficiency,

- Manage the commercial team both on the ongoing business and on the achievement of the objectives
- Manage the day to day relation with TIG global sales team and maximize the synergies

### **Your profile !**

- +10 years of work experience in sponsorship sales for key sports properties
- Growth-focused experience
- Solid credentials and references confirming the above
- University or Business school degree
- Proficient both in English and French language

### **Your skills !**

- Open and outgoing, the Commercial Director has excellent presentation skills
- Strong management skills, team spirit
- Hardworking, target-oriented, organized

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