



Dartfish ([www.dartfish.com](http://www.dartfish.com)), known worldwide for state-of-the-art digital solutions in the sports, education and media world, is strengthening its business development and sales force and is looking for a

## UK SPORTS MANAGER

Dartfish UK is seeking a dynamic Business Developer and Representative to develop the UK sports segment and promote the Dartfish Software and Video sharing platform ([www.dartfish.tv](http://www.dartfish.tv)) to the world of sports. The selected candidate will manage already existing relationships with key partners such as the EIS, National Sports Federations and Teams, as well as develop new. Furthermore, the candidate must be able to position Dartfish as a preferred partner to UK athletes and teams in the race leading to the London Olympic Games 2012. This is a significant appointment that will contribute greatly to the long term development and growth of the organisation.

### Position Requirements

- Experience in selling software and web solutions – proven delivery capability. Interest for deploying a video sharing platform with key accounts.
- Good knowledge and insight of the world of sports in the UK, possess network.
- Strong commercial awareness with excellent analytical capabilities.
- Excellent communication and presentation skills.
- At ease with people, good door-opener and networker.

### Key responsibilities

- Promote the Dartfish software and video sharing platform to sports organisations and NGBs.
- Business development: client prospecting, present, negotiate and close deals. Develop and manage the sales pipeline to meet monthly, quarterly and annual revenue targets.
- Marketing campaign management: Contribute to the production of compelling proposals and other supporting documentation to enable proposal development.
- Relationship Management: develop and maintain executive level relationships within the existing customer portfolio and account development plans to enable medium and long-term value.

### You

- Have strong personal values - integrity, reliability, motivation, will to succeed – and enjoy working independently
- Thrive under pressure in a results orientated environment.
- Are innovative: based on market observations, you contribute to the development of the product and services to support competitive differentiation.
- Have excellent organisational and reporting skills.
- Have a desire to take part of the Dartfish adventure.

This is an exciting opportunity for a dynamic sales professional to join a motivated and ambitious organisation with excellent development opportunities and earnings potential as the compensation scheme is uncapped.

Compensation includes a base salary (£20-24'000), a performance based commission structure (OTE: £40'000), as well as additional recurring revenues.

Date of entry: at your earliest convenience.

The position provides the opportunity to work from home, ideally located in the Midlands, but within a reasonable distance to London.

If you feel like you're the right person or represent the right company for this challenge, please submit a CV and a motivation letter asap to: [paal.steensland@dartfish.com](mailto:paal.steensland@dartfish.com).