

MatchPint - Sales Executive

We're on the hunt for a passionate sports fan to join our team as a Sales Executive. Your focus will be growing our network of pub customers by managing existing relationships, generating leads and winning new customers. Much like Eden Hazard, you're a goal machine who contributes lots of assists.

So, what is MatchPint?

MatchPint brings people together to watch sport. We believe that watching sport socially with friends is so much better than streaming it on your own, in bed, with last night's cold takeaway. We've been using technology to bring fans together, on more occasions, and in more places, to experience sport at its best since 2011.

Here at MatchPint, we think the pub is a pretty good place to start: a great atmosphere, ice cold drinks, pub grub, and all the banter. While part of our mission is to help fans find these pubs, the other is to ensure their experience, once there, is as good as it can be.

Now is an amazing time to join the MatchPint team with plans to build on +100% year on year growth. This will involve venturing into new countries and building new viewing occasions into our mission to bring people together and enjoy sport at its very best.

Who do we work with and what do we do?

Fans use MatchPint to find out which pubs are showing which sports events. It's great. 1.8M unique people used MatchPint to find a pub in the last 12 months.

Pubs use MatchPint's sports content management system to organise, market, and measure the success of their sports offering. Over 3,000 pubs are using MatchPint to drive their business forward. Customers include Stonegate, Greene King, Fullers, Ei Group, and Punch Taverns.

Brands work with MatchPint to provide an even better sporting experience for pubs and fans. Brands such as Guinness, Budweiser, Heineken, and Carling use MatchPint to encourage people to visit pubs through content, increase engagement through gamification mechanics, and drive rate of sale with offers and vouchers redeemable on MatchPint.

And what's the role?

Your primary focus is growing MatchPint's network of leased, tenanted, and independent pubs. There are three sides to this.

First, you'll be creating and developing relationships to build your own supply of leads (pubs interested in MatchPint).

Then, you'll be converting leads into paying customers utilizing your top-notch sales skills.

Finally, you'll be supporting existing customers to ensure they make the most of MatchPint and deliver an awesome experience to fans in their pub.

You'll report into the Head of Leased, Tenanted, and IFT and work alongside 6 others in the pub team and split your time between our London office (c.60%) and meeting potential customers face to face (c.40%).

What will you be doing?

- Converting warm leads into paying customers using face to face meetings, phone conversations, and written comms
- Training new customers on how to make the most of MatchPint
- Assisting the Head of Leased, Tenanted, and IFT with sales opportunities and Account Management
- Liaising with third parties (including Area Managers and drinks brand reps) to generate a strong lead pipeline for yourself and the MatchPint pub team
- Promoting MatchPint to potential customers at industry roadshows and events
- Managing resubscription conversations with existing customers (they are on annual subscriptions)
- Attending head office meetings with major national, regional and local pub companies

Why should I be excited?

- Be part of a great team - join our talented and ambitious team, who all share a passion for sport & pubs, and consider themselves mates before colleagues
- Help build something new and disruptive - we're already making good progress here, having won a host of awards including Marketing Week's Top 100 Disruptive Brands
- Engage pubs with a product that helps them daily - look at some of their [testimonials](#)
- Do something that you love and are passionate about - our team can't wait to come into work on a Monday morning
- Learn and develop at a rate of knots - real progression opportunities within reach for high performers who demonstrate the right behaviours

What are we looking for?

You're the ideal candidate if you ...

- Love sport and pubs
- Enjoy taking responsibility for your work
- Build instant rapport with anyone you meet
- Have high levels of drive, energy and resilience
- Communicate candidly
- Use creativity to solve problems
- Want to get stuck in
- No experience required, but a passion to learn

No experience is required; however, we welcome applications from candidates with varying levels of professional experience.

One thing that is required is that you must have a driver's license. The role involves driving around 2-3 days per week.

Sound like your bag? Get in touch. To find out more, please send a CV and (brief) cover letter to Remi - remi@matchpint.co.uk

We are committed to equality and diversity. BME and women are currently underrepresented in our company, and we particularly welcome applications from BME and female candidates.