

**Job Title:** Account Manager  
**Salary:** Basic + commission  
**Location:** Putney, London



Crewroom is a specialist in sports outfitting solutions and supplies teams at grass roots through to national sporting bodies, businesses and charities. Clients include GB Rowing, Adidas, Eton College, Oxbridge Colleges and Loughborough University amongst many others.

The company distributes various brands in the UK and Europe including JL Racing, Boathouse Sports, Absolute Tool and its own brand – Crewroom.

We are looking for a self-motivated and enthusiastic individual with a passion for sport to join our growing company based in London. You will be part of driven team where you will be responsible for managing and growing sales in your area.

You will be a graduate, ideally with a sports related degree and preferably with sales experience in the sports sector. The role is predominantly office based but the candidate will be expected to visit customers and work at weekend events throughout the sporting calendar.

**Key Responsibilities:**

- Account management – manage and grow all existing accounts, seek out and follow-up new business leads, maintain a customer database. Targets will be set and sales figures will be reviewed on a monthly basis.
- Order processing – prepare orders for the administrator via online systems, liaise with customers throughout the order process, oversee kit deliveries within specified timelines.
- Product development – work with customers and product marketing to test new products and investigate new product opportunities.
- Brand promotion at events – coordinate and attend various sports events throughout the year to build customer relationships and increase sales.

**Skills & Abilities:**

- Strong communication and interpersonal skills to build long-term customer relationships and maximise sales.
- Excellent organisational skills with attention to detail.
- Highly computer literate – proficient in the use of Excel, Word, and Outlook.

**Qualifications & Experience:**

- An account management background within the sports sector is preferable but candidates will have sales experience and a genuine interest in sport.
- A sports related degree.
- Full clean driving licence.

This job will suit a candidate who is hands-on, motivated, pro-active and keen to work with a small but dynamic team of like-minded people.



### **Why would you want to work at Crewroom?**

- An opportunity to work with elite athletes and national sporting bodies.
- Extremely friendly office.
- No office dress code.
- Relaxed management style.
- An opportunity to see your ideas turn into products.
- Discounts on sportswear.

### **How to Apply**

To get a brief summary of your skills and personality please complete the questions below and send them along with your CV to: [enquiries@crewroom.biz](mailto:enquiries@crewroom.biz)

Name:

Contact Number:

When is the earliest you could start the job?:

1/. List your interests:

2/. Give a summary of any account management/sales experience you have had:

3/. Why do you want to work for us?

4/. What's your most memorable (not necessarily greatest) sporting achievement?

5/. What experience / contacts do you have in the sports industry?

6/. Describe your personality:

7/. What is your expected salary?

Finally, thanks for answering the above!

Please note: Due to the number of CVs we usually receive we will only be able to contact you if we are looking to interview.

