

ROLE: Sales and Marketing Graduate**COMPANY: SportWave****Who we are:**

Seize this unique opportunity to work for SportWave, the UK's leading Early Years Sports provider.

Our number one priority at SportWave is to positively influence the next generation through enjoyment, engagement and creativity, ensuring that sport, exercise and healthy living is a child's number one priority for life. We achieve this by offering equal opportunities for every child of every age and ability, across our national movement which will educate and inspire by unleashing the power of sport!

We offer a learning development programme where you can transform your knowledge and develop your skills within our team. We are extremely proud of our graduate programme and endeavour to develop our graduates to be successful long-term members of our team.

The programme lasts 12 months. Full and on-going training and mentoring will be given.

Role and responsibilities:

During your graduate programme, you will have the opportunity to work with our director and be individually mentored. You will attend regular target setting meetings as well as personal reviews.

The programme will give you a broad and in depth understanding of the skills required to be successful at our company - from client servicing and sales support to relationship management.

You will be assigned a project area of our business and create real opportunities, book taster sessions and follow up to secure clients. You will record your data and meet regularly with the director for feedback. At the end of your graduate programme, you will present data to our senior management team.

Should you join us permanently after your graduate programme, you would have the opportunity to spend more time rotating through our various teams, such as coaching, sale and marketing, operations and management.

Graduate responsibilities:

- Working towards group sales goals
- Work with director to understand our market and client types following our sales strategy for each sector
- Research major trends within the industry to drive sales channel business
- Call leads to book taster sessions
- Send all pre and post follow up communications
- Action email campaigns in-line with company marketing plan
- Track client communication using company CRM processes
- Produce monthly sales reports
- Social media management in-line with company objectives and marketing plans
- Use various internal and external research tools to conduct analysis to further develop client relationships

What we are looking for:

Our company is made up of motivated, intellectually curious people. We are looking for candidates with an interest in finance and the markets, and an appreciation for client servicing, sales support and relationship management. The inherent qualifications we look for are:

- Consistent academic achievement, from a sports/business discipline
- Exceptional organisation and communication skills (written and oral)
- Strong interpersonal skills, including the ability and desire to work in a collaborative environment
- Intellectually curiosity and a willingness to learn
- Strong attention to detail
- Intermediate use of Excel, Word, and PowerPoint (and G-suite equivalent)