



Behind every record, there are years of intensive training and the athlete's desire to produce excellent performances. Behind the result, there is profound know-how and the high precision of Swiss Timing's state-of-the-art technology.

If you have a special interest in technology and you want to participate in the future development of high level sport... we are looking for you!

Globally active, our company is constantly seeking for employees determined to progress and work in a highly innovative environment.

CLIENT SERVICES MANAGER

Job-description:

You will be responsible for maintaining and developing Swiss Timing's client portfolio within sport federations, event organizers, broadcasters, brands and other stakeholders. We are looking for a candidate with at least 5-7 years of professional experience in a client servicing and sales role in the sports marketing industry. It would be preferential to have experience in the media industry as the position will moreover include the business development of our service in the broadcaster segment.

The role will include mainly the following two sections of activities:

1. Client Servicing

- Own, manage and nurture client relationships through regular interaction with all Swiss Timing stakeholders inventory.
- Maintain and develop relationships including regular face-to-face meetings with the existing portfolio or further Swiss Timing partners.
- Foster close liaisons with internal Swiss Timing stakeholders and the Swatch Group brands with respect to multi-sports events, individual projects and products.
- Carry out feasibility checks of sales requests of Swiss Timing respectively new partners by linking briefings with internal conditions and technology (resources, terms and deadlines)
- Lead and manage projects and ensure the delivery of contractual rights
- Ensure regular and constant contact with all accounts to review and steer sales trends and overall performance.
- Carry out business planning and budget projections on a regular basis
- Support of the Head of Client Services/CEO for special projects, as per assignment

2. Business Development

- Establish, maintain and coordinate relationships with existing and new partners for the development of business opportunities

Client Services Manager

- Establish, maintain and coordinate relationships with broadcast partners in order to understand their needs, and develop solutions to those needs
- Develop a sales strategy for the broadcaster section
- Responsible of servicing and follow-up broadcast partners with a proactive approach, adding value wherever possible
- Responsible of conception and development of new product concepts and services
- Develop business plans and investment requests for new business projects
- Regular review of external market forces and competitors' actions potentially impacting Swiss Timings' business or position
- Ensuring of continuous improvements of business development processes and tools

Professional requirements:

- University Diploma or Master's Degree in sports and/or economic sciences
- successful client servicing and sales manager with a strategic, analytical and commercial mind-set and acumen
- proven experience in client servicing and sales in the sports marketing industry, ideally also in the media or close to the media industry
- broad knowledge of the sports industry and a wide interest in other relevant industries such as media and sports technology, able to understand brand and marketing objectives in the frame of sport sponsorships
- team-player and excellent client-oriented thinking (internal & external), strong client relation building skills
- very good listening skills and you are comfortable in interacting and collaborating with a variety of stakeholders and multicultural partners, internally and externally, at all levels including senior management
- strengths in prospecting, generating proposals and closing the sale
- strong attitude towards high quality services and the delivery of contractual rights
- able to work independently and take decisions in the best interests of all external and internal stake holders involved
- self-confident and self-motivated and you have a result-driven attitude, and you demonstrated robust negotiation skills
- pro-active approach with close attention to detail, hitting deadlines and you are solution oriented with a "can-do" attitude
- a passion for sports and sports technology is a strong plus

Language skills:

- English : fluent
- French and German : good

Start date:

- 2018-11-1

Job location :

- Corgémont (Bienne / Biel area)

Interested? Please send your job application to :

Patricia Spozio

HR Manager

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