

**WE'RE HIRING!**



**Just  
Challenge**

**BUSINESS  
DEVELOPMENT  
MANAGER, UK**

**JOIN OUR JOURNEY**

Just Challenge was born out of Hong Kong, but is expanding rapidly. We have an existing portfolio and pipeline of clients in the UK and we're now looking to further develop our presence within the market. We are recruiting a 'Business Development Manager' based in London. This role will primarily focus on new client relationships in the UK - but will also involve support in servicing our existing high profile clients.

SEND YOUR CV & A COVER LETTER TO [INFO@JUST-CHALLENGE.COM](mailto:INFO@JUST-CHALLENGE.COM)

# ABOUT US

Just Challenge is an award winning agency delivering life changing adventures around the world to raise money for charity. We understand the world is changing and that people want real and meaningful experiences.

Our challenges provide a fantastic platform for corporates, charities and sports stars to take part in meaningful 'money can't buy' experiences – all whilst giving back to those less fortunate. To date, Just Challenge has raised over 1.5million USD for charity.

We were founded in October 2017 and operate as a fast-moving start up – full of hardworking, flexible and driven individuals, all with a passion for travel and giving back to society.

We run remote offices in Hong Kong, Singapore, New Zealand and the UK and therefore need independent and trustworthy self-starters to join the team.

Our business is split into two core streams – corporate challenges and 'public challenges'. Our corporate clients include HSBC, Barclays, KPMG, Morgan Stanley and Arsenal FC – their challenges focus on four key pillars; Employee Engagement, CSR, Client Relationships and Leadership Development.

Our Public Challenges are open to anyone to take part and raise funds for our partner charity, Laureus Sport for Good. We take high profile sporting ambassadors on these experiences – 2018's was to The Himalayas with Michael Vaughan, 2019 to South Africa with Brian O'Driscoll, Annabelle Bond & Bryan Habana and 2020 to New Zealand with Michael Johnson and Sean Fitzpatrick. 2021 is work in progress!



[www.just-challenge.com](http://www.just-challenge.com)  
@just.challenge

# ABOUT THE ROLE

Just Challenge is expanding rapidly and with an existing portfolio and pipeline of clients in the UK, we are recruiting for a 'Business Development Manager' based in London.

Your role will be to service existing clients in the UK (with support from our Client Servicing Centre) - and to identify new client relationships in the UK. The job will directly line into our CEO based in Asia, with support from two Senior Business Development Consultants in the UK.

Key focus areas:

- Corporate Challenges Sales: Identify potential clients in the UK and develop campaigns to deliver challenges on their behalf – with a focus on employee engagement, CSR, client relationships and leadership development in the outdoors.
- Public Challenge Sales: Support the launch and drive individual sales of our Public Challenges in the UK.
- Client Servicing: The role requires you to take ownership of senior client relationship with 2-3 existing clients in the UK.
- Business Development: Identify and develop partnerships with UK organisations – including charities, apparel brands and potential sponsors.



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# SKILLS & PERSONALITY

## WHAT WE'RE LOOKING FOR IN YOU...

- Confident in sales and developing new business
- Excellent existing network in corporate, charities and/or sport
- Team focused yet independent and a self-starter
- Flexible, driven and comfortable in a fast-moving environment
- Exceptional organisation and communication
- Proactive, highly confident and motivated
- Ability to manage demanding and high profile clients
- Strong stakeholder management
- Willing to travel – between 10 - 30% of time
- London based Skills

## YOUR EXPERIENCE/SKILLS

- 5-8 years experience in Events, Sponsorship and/or Sports Management
- Experience in building presentations quickly and efficiently, with an eye for detail (Canva/KeyNote)
- Advanced computer skills (Apple Mac preferred – Microsoft Word, Outlook, Powerpoint & Excel)



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**APPLY  
TODAY!**

Send your CV and a Cover Letter to:  
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