



# KEY ACCOUNT MANAGER – FRANCHISED ACCOUNTS

## LES MILLS US

We're on a mission...To create a fitter planet. Are you in?

Thousands of people are enjoying a Les Mills workout somewhere in the world right this second. Yep, every minute of every day - from Africa to Australia - our global tribe of instructors is busy motivating people through the power of group fitness. We've been doing this since 1968. Mixing great music with cutting edge science to guarantee results. The next level is always our goal, so get moving and join us.

And we're just getting started. Our US team is in an exciting growth phase launching new products and driving towards significant growth targets. We're looking for a Key Account Manager with considerable fitness franchise experience to join our Customer Experience team across the US.

### The Role

- You'll be responsible for leading the efforts for our franchised account partners.
- As a credible and skilled business consultant, you will provide strategic leadership, business insight, partnership management and business support to our franchised account partners.
- Your partners will be engaged, energetic in their relationship with Les Mills and will be exceeding their business goals.
- You'll champion cross-functional relationships across the business to drive success for our franchised account partners.

### The Candidate

- You'll have extensive account management and/or operational experience, preferably within the franchised accounts environment within the fitness industry
- You're results focused, thrive in fast paced environments and deal well with change.
- You always bring out the best in others, driving overall team results.
- You'll be a strong presenter, both formally and informally – using your experience within the industry to credibly add value to your partner accounts

To apply for this awesome opportunity please email your resume and cover letter to [lmus.jointhetribe@lesmills.com](mailto:lmus.jointhetribe@lesmills.com)

*Join the Movement*

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