



REGIONAL ACCOUNT EXECUTIVES LES MILLS UNITED STATES

Every fitness facility has stories to tell – stories that will not only inspire, engage, inform, motivate and impact their members' lives, but that will also deliver on measurable business goals. We are looking for trusted advisors to help our facility partners on wide-ranging operation challenges to help their members fall in love with fitness, so they want to work out. Our Regional Account Executives partner with leaders to help them think differently and elevate their business. This is what motivates us to continuously improve in this ever-evolving and truly life-changing industry. We're excited to help our partners find the solutions that best fit their unique identity.

We're looking for Regional Account Executives with considerable sales and industry experience to join our Customer Experience team in the US.

Together we can create relationships beyond memberships. Together we can create a fitter planet.

THE KIND OF THINGS YOU WILL BE INVOLVED IN:

- You'll be accountable for driving net revenue growth within your territory; this includes new business growth, growth of existing partners and retention.
- Your partners will be engaged, energetic in their relationship with Les Mills and will be exceeding their business goals.
- You'll work closely with our central operations team ensuring our partners have a smooth launch process and ongoing success, deepening their relationship with Les Mills.

WHAT WE'RE LOOKING FOR:

- You'll have extensive commercial and sales experience, preferably within the fitness club industry.
- You're target driven and committed to achieve sales, you 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's businesses.

WHO ARE WE?

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

Beginning with the introduction of the BODYPUMP® program in 1990, the first class combining weights, aerobics, and music, Les Mills started a revolution in group exercise. From that single class, the company has grown into a global group exercise leader, offering 20 scientifically-based, licensed group fitness and team training programs. Our mission is a fitter planet and our workouts are licensed by 18,000 partners in 100 countries around the world, along with our tribe of 130,000 certified instructors who bring those workouts to life every day.

And we're just getting started. Our US team is in an exciting growth phase launching new products and driving towards significant growth targets.

LES MILLS UNITED STATES TRADING INC

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If you are motivated by helping leaders within the fitness industry create better businesses, then please send your resume and cover letter to lmus.jointhetribe@lesmills.com