



## Account Manager/Customer Experience Sweden South

Are you an experienced sales person? Are you passionate about health and fitness and wants to help partners building healthier business and potential customers to fall in love with fitness? Are you based in Stockholm or South of Sweden? Then you might be the one we're looking for!

### Job description

As an Account Manager / Customer Experience for Sweden South you will support our club partners to better business. This by setting goals, do strategical work with the club customer leadership team, do educations, measure and follow up the set KPI's. You are responsible for the success and performance of the area you manage, and to reach the goal and budget for your area on a monthly, quarterly and yearly basis. This include recruiting and finding new opportunities that you will support to healthier business.

### Qualifications

To be successful in this position you are a high achiever and enjoy working in a high performance environment. You are effective in your time management and you have a natural challenger profile who are comfortable creating positive tension and challenging the customer, proposing new directions and different ways of approaching business. You have a proven sales track record, preferably within B2B, you have strong negotiation skills and is excellent in closure. You are committed to help your club partners to success.

For this position, you need to be commercial, grounded and self-motivated. It is also important that you are fluent in both Swedish and English.

For this position, you could be based at our Stockholm office, traveling to south of Sweden couple of days a month. If living in south of Sweden, your work place will be from home and on the road to visit and support our club partners in south region. Les Mills Nordic office is located at Gärdet in Stockholm, where you will visit once a month if being home based.

You will be part of a value driven company and team based on the values: trust one another, commit to decisions and plans of action, hold one another accountable for delivering committed targets and results, focus on the achievement of the team result and require that team members meet their own goals to achieve overall team results.

### Application

Are you interested in this position? We are evaluating applications ongoing so please send your application today.



If you have any questions about this role you are welcome to contact Jessica Selander (HR / Talent Acquisition Specialist) at [jessica.selander@lesmills.com](mailto:jessica.selander@lesmills.com) or 073 700 95 91.

We look forward to your application!

### **About the Company**

We inspire millions of people to get moving every week. They engage with us and rely on us for the world's best group training. We mix great music and cutting-edge science to help people fall in love with fitness. Our workouts are licensed by 18,500 partners in 100 countries around the world. We support each of these partners to build relationships that extend beyond memberships, providing them with research, marketing and new workouts every three months.

Our tribe of 135,000 certified instructors bring LES MILLS™ workouts to life. Every day Les Mills' programs, such as BODYPUMP™, BODYCOMBAT™, BODYBALANCE™, RPM™, LES MILLS GRIT™ and more, pack out fitness studios around the globe. The future of fitness is merging physical and digital. We are leading the way with immersive training and workouts on demand. Our mission is a fitter planet.

Are you ready to join us? You can find Les Mills online here: [www.lesmills.com](http://www.lesmills.com)  
[www.facebook.com/lesmills](https://www.facebook.com/lesmills) [www.instagram.com/lesmillstribе](https://www.instagram.com/lesmillstribе) [www.twitter.com/lesmills](https://www.twitter.com/lesmills)