

THRESHOLD/ ACCOUNT MANAGER



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AT THRESHOLD WE BELIEVE THAT MORE IS IN YOU™

Our Purpose is to help people realise their potential through world-class events.

We do this by:

- Supporting individuals to go beyond what they feel is possible
- Showing clients how they can fulfil their potential as responsible businesses
- Enabling charities to maximise their fundraising and supporter engagement
- Inspiring our employees to be the best versions of themselves

In 2024, our team successfully delivered over 45 mass participation events across the UK and beyond, empowering more than 60,000 people to discover what they're truly capable of. Along the way, these events raised over £16 million for charity.

This year, we're on track for our biggest year yet, partnering with some of the UK's most successful companies and charities to once again prove that More Is In You™.

We're looking for a new member to join our team.

If you are interested, then read on for a quick snapshot of what life is like here and we'll take it from there...

THRESHOLD/



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THE PACKAGE & OTHER GREAT STUFF

WHAT THE JOB INVOLVES

THINK IT MIGHT BE THE PLACE FOR YOU? THIS IS THE JOB ON OFFER.

We are looking for an ambitious Account Manager to lead the relationships with some of our most prestigious corporate and charity clients, including our largest event series, the Macmillan Mighty Hikes. This is a fantastic opportunity to join a leading sports events company and to rapidly progress as Threshold continues to grow.

We'll be asking you to do this

- With the guidance of a Senior Account Director, lead a portfolio of bespoke sports events for some of the UK's biggest corporate and charity brands
- Build close relationships with a number of clients simultaneously, earning the trust of stakeholders to develop the accounts towards renewal
- Maintain momentum with both internal and client teams, creating project timelines and weekly meetings (drawing up agendas and managing follow up actions to completion)
- Plan and execute the participant journey, managing the online registration system, inbox traffic, copy writing of email comms and creating event guides
- Support the creation of event branding (from brief to production to delivery)
- Process and transfer participant data to relevant parties ensuring GDPR compliance
- Shaping, presenting and managing budgets for additional activation plans that meet client objectives
- Create live event documents e.g. master schedules, info desk and crew briefing sheets
- On-site event management of the client relationship and front of house registration and info desk areas and crews
- Co-ordinate event debrief meetings and prepare final evaluation reports

Ideally, you'll have

- 5+ years experience in a similar role (charities, events, mass participation sports)
- Proof of managing multiple stakeholders and driving projects forward
- Top class account management skills
- Solution driven
- Meticulous attention to detail and confident on Excel
- A proactive attitude, confident and motivated
- Experience in spinning lots of plates with brilliant time management

Skills that will help you succeed

- Flexible and adaptable
- Able to work independently and know when to escalate
- Super friendly and a good listener
- Exceptionally organized with clear and concise communication (verbally and written)

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SALARY: £35k to £38k per annum

BONUSES: Potential for performance and company-related bonuses

HOLIDAY: 28 days (inc. bank holidays) plus time off between Christmas and New Year

PENSION: 5% employer contribution

FLEXIBLE HOURS: 9-5 pm core hours with option of early or late starts

TERM: Full-time contract, 5 days per week but open to suggestions subject to personal circumstance

LOCATION: Brighton office-based with potential for some remote working up to 2 days per week

START DATE: ASAP

WE LIKE TO KEEP PEOPLE HEALTHY

- Vitality Healthcare which includes:
 - Discounted Apple Watch if you keep active regularly
 - Up to 50% off a pair of trainers every year and free annual health checks
 - Subsidised gym membership, free coffees and cinema tickets
- £250 challenge fund each year to put towards a challenge of your choosing
- Free entry into Threshold events and discounts for friends and family
- 1 additional day off for every weekend day worked on an event
- Free boot camps, Pilates, Yoga and afternoon energisers led by other Thresholdians
- Flexible time during the day to exercise or take time out
- Option to buy additional holiday at a discounted rate
- Free fruit and other treats in the office (and a well-stocked free bar)

WE LIKE BEING SOCIAL

- Annual 3-day business planning and celebration trip (fully funded)
- Programme of activity throughout the year from beach cleaning to tennis club to more active pursuits
- Regular catch-ups in the pub to put the world to rights
- Fun, welcoming and lively environment in a bright and social office

WE LIKE TO KEEP LEARNING

- Training from the best in the industry by working with an award-winning team
- Internal training sessions e.g. sales techniques, presentation, negotiation

WE LIKE TO GIVE BACK

- 5yr & 10yr long service rewards with additional annual leave and adventure funding
- Match Funding of up to £100 for any fundraising challenges you take on
- Volunteering days available each year upon request

THRESHOLD/ HOW TO APPLY

WE WANT TO GET TO KNOW YOU

The recruitment process is a 3-parter. You are interviewing us as much as we are you and we will cover the important stuff, but also dig into the interesting stuff:

1. **The written work:** Submit an up to date CV and a cover letter about why you think you would be the ideal candidate for the job
2. **An initial interview:** We will then want to chat in person, online or on the phone to see if we think you would thrive at Threshold
3. **The final test:** If you make it through this far we'll ask you to complete a task relevant to your role and come in to present it. We will also get you to meet a range of the team from senior and junior levels. Come armed with questions for us as well.

To apply please send a CV and cover letter of why you would be suitable for the role to careers@thresholdsports.co.uk

- **Closing Date:** Friday 26th September
- **Interviews:** ASAP
- **Start date:** ASAP

THRESHOLD/ LIFE AT THRESHOLD

CLICK TO MEET THE TEAM

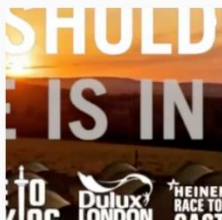
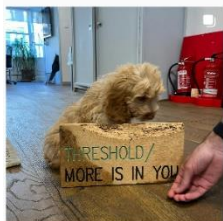


A FEW WORDS FROM THE TEAM

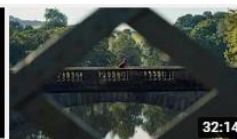
"I'm grateful to have found a workplace with such a positive and friendly environment where I feel my personal development is top priority. Then there's all the fun stuff we do in and outside of work - my wellbeing and happiness has taken a huge step-up since joining".

"I got a call from my Uni alumni team and being asked a series of questions I rated Threshold as 10/10 for a place to work and 10/10 enjoyment."

GET A FEEL FOR THE EVENTS



Ride Across Britain: Nutrition webinar with Kitty...
241 views • 2 months ago



Ride Across Britain Plus Package Q&A
188 views • 3 months ago



Q&A with Endurance Cyclist and World Record Holder...
161 views • 4 months ago



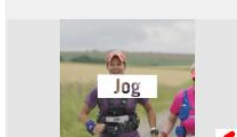
Ride Across Britain: Life on the Ride Live Q&A
729 views • 8 months ago



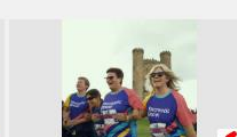
Ride Across Britain: Base Training Live Q&A
737 views • 9 months ago



New Partnership Opportunities for 2022
94 views • 11 months ago



HEINEKEN Race to the Castle
781 views • 1 year ago



Race to the Tower
160 views • 1 year ago



Race to the King
237 views • 1 year ago

A FEW OF THE COMPANIES WE ARE PROUD TO CALL CLIENTS



Morgan Stanley

