

KOPPLIN KUEBLER & WALLACE

THE MOST TRUSTED NAME IN EXECUTIVE SEARCH AND CONSULTING

UK SALES MANAGER PROFILE: CLUB BENCHMARKING EMEA REMOTE, UK

UK SALES MANAGER AT CLUB BENCHMARKING EMEA

The UK Sales Manager will play a pivotal role in driving growth across the region, leading new business development and strengthening Club Benchmarking's presence within the UK club market by identifying, engaging, and converting prospective clubs into long-term platform and service partners. Working closely with senior stakeholders including general managers, boards, and club committees, this individual will act as a trusted advisor, clearly communicating the value of data-driven decision-making and demonstrating how Club Benchmarking's tools and insights can enhance governance, financial performance, capital planning, and operational effectiveness. The role will be responsible for both winning new business and then account managing customer post-sale, ensuring strong adoption, ongoing value delivery, and long-term relationships across the customer base. This is a consultative, relationship-led position requiring strong commercial acumen, a deep understanding of the members' club environment, and the ability to operate credibly at board level within a complex, high-trust sales cycle.

ABOUT CLUB BENCHMARKING EMEA

Club Benchmarking was founded in the United States in 2009 to address a critical need for facts-driven decision-making in the private club industry. By pioneering the use of financial, operational, and compensation data, the business created the market for benchmarking within clubs and now works with over 1,200 clubs worldwide. Following its expansion into Australia in 2013, Club Benchmarking established its EMEA division in late 2022, building a rapidly growing presence across the UK and Ireland with data from more than 230 clubs already forming the regional foundation. The organisation exists to replace opinion with evidence, enabling club leaders to make better-informed strategic decisions that lead to stronger governance, healthier clubs, and more effective boards. Its core services include a leading benchmarking platform, capital planning software and advisory support, member & employee experience surveys, and governance consulting, alongside a strong commitment to industry education and research through reports, webinars, and partnerships.

CLUB BENCHMARKING EMEA WEB SITE: www.clubbenchmarking.eu

UK SALES MANAGER POSITION OVERVIEW

- Drive new business development across the UK members' club market, targeting clubs for subscription and advisory services
- Sell the full Club Benchmarking suite, including benchmarking platform, capital planning, surveys, and governance solutions
- Engage senior stakeholders (GMs, boards, committees) in consultative, insight-led sales conversations
- Translate complex club financial, operational, and staffing data into clear commercial value propositions
- Lead the sales cycle from prospecting through to close, including demonstrations, proposals, and contract negotiation
- Build and maintain a strong pipeline of qualified opportunities across the UK.
- Represent Club Benchmarking at industry events, conferences, and networking forums to raise brand profile
- Develop long-term customer relationships focused on retention, expansion, and advisory engagement
- Collaborate with the EMEA leadership team on market strategy, positioning, and growth planning
- Act as a trusted advisor to clubs, promoting data-driven decision-making in finance, operations, and capital planning

CANDIDATE QUALIFICATIONS

- Proven B2B experience within the members' club industry (essential), or strong club network combined with senior club operations experience
- Strong understanding of club financial modelling, capital planning, budgeting, and operational performance metrics
- Experience with data-driven, SaaS, or subscription-based solutions, or demonstrable exposure to consultative, insight-led environments
- Deep knowledge of club operations and governance, with credibility engaging GMs, boards, and committees
- Established UK private club network with proven ability to influence senior stakeholders
- Strong relationship builder and natural networker, comfortable operating at senior level within the club sector
- Commercially minded, with the ability to translate data, insight, and performance into clear business value
- Club management experience will be considered in lieu of B2B sales experience.
- Strong communicator and presenter, able to simplify complex financial and operational concepts for club leaders
- Self-starter with high drive, resilience, and ownership, motivated to grow presence across the UK private club sector
- Ideally based in the South of England.

SALARY AND BENEFITS

The compensation is competitive with a strong commission scheme.

INSTRUCTIONS ON HOW TO APPLY

Please upload your CV and cover letter in that order using the link below. You should have your documents fully prepared to be attached when prompted for them during the online application process. Please be sure your image is not present on your CV or cover letter; that should be used on your LinkedIn Profile.

Prepare a thoughtful cover letter addressed to **James Burns and John McCormack, Directors of Club Benchmarking EMEA** and clearly articulate your alignment with this role, why you want to be considered for this position at this stage of your career.

You must apply for this role as soon as possible, but no later than Friday 12th June 2026.

IMPORTANT: Save your CV and letter in the following manner:

“Last Name, First Name CV”

“Last Name, First Name Cover Letter – CBEMEA”

(These documents should be in Word or PDF format)

[Click here](#) to upload your CV and cover letter.

If you have any questions, please email Zak Kuebler at zak@kkandw.com or Michael Herd at michael.herd@kkandw.com.

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