

BUSINESS AND EVENTS MANAGER

ABOUT US:

United by the desire for adventure, ambition, limitless boundaries and sailing excellence, the Clipper Ventures brands enable extraordinary sailing experiences by making them accessible, safe and human.

Clipper Ventures encompasses our flagship brand the Clipper Round the World Yacht Race and our growing pillars; Clipper Events, SKIRR Adventures, Hamble School of Yachting and Clipper China.

Clipper race is a race without equal; one of the biggest challenges of the natural world and an endurance test like no other. The Clipper Race is a powerful blend of fiercely intense competition and stirring human endeavour. We aren't afraid to compete and push boundaries - the world's longest yacht race enables individuals to pit their wits, skills, and courage against the toughest oceans, with no previous sailing experience required.

Since 1996 the Clipper Race has developed over 7,000 people into competent ocean racers and built a reputation for showcasing brands and building international trade links between partners and host destinations.

WHAT WE ARE LOOKING FOR:

Clipper Ventures is looking for an experienced Business and Events Manager to lead the commercial growth of Clipper Events and SKIRR Adventures, and to design and launch a new business leadership and motivational speaking product rooted in the Clipper Race experience.

This role will be pivotal in driving revenue, deepening relationships with corporate clients and partners, and turning the stories of determination and resilience from our race alumni into a compelling, scalable product for boardrooms and business audiences.

KEY RESPONSIBILITIES:

Clipper Events

- Own and deliver the Clipper Events corporate portfolio, including single-day, weekend and multi-day sailing experiences and regattas around the UK and nearby waters.
- Drive renewal levels and account growth with existing clients, ensuring high levels of client satisfaction and long-term relationships.
- Identify and approach new business opportunities, using a clear go-to-market strategy focused on leadership, team-building and brand activation for corporate clients.
- Review and evolve the Clipper Events value proposition and pricing, in consultation with senior stakeholders, to optimise margins and ensure alignment with overall brand positioning.
- Work with the Marketing & Communications teams to develop and execute a targeted communications plan for Clipper Events, including digital content, case studies and sales collateral.

SKIRR Adventures

- Take commercial ownership of SKIRR Adventures sales, building on the existing high-latitude adventure concept to deliver against revenue and margin targets.
- Develop and execute sales plans to sell berths across the SKIRR itinerary, including to existing Clipper alumni, new adventure customers and corporate groups.
- Work with Operations and Marketing to refine and promote SKIRR products, ensuring they reflect customer feedback, risk management requirements and Clipper's brand values.

New Business – Leadership Speaking

- Lead the creation and launch of a new business leadership and motivational speaking product based on the Clipper Race experience and alumni stories.
- Define the product proposition (audiences, formats, pricing and delivery channels), ensuring it is clearly differentiated, scalable and commercially attractive.
- Identify, recruit and manage a pool of suitable speakers (e.g. former skippers, select race alumni), and work with them to shape content that resonates with business leaders and aligns with Clipper's brand.
- Collaborate with the Partnerships and Marketing teams to package leadership content as part of wider sponsorship, employee engagement and client-hospitality offerings.

Key activities:

- Contribute to idea generation for new partnership propositions and experiential assets across Clipper Events, SKIRR and the Clipper Race.
- Work with Partnership Account Managers to identify collaboration and cross-sell opportunities between race partners, Clipper Events and the new leadership product.
- Provide ad-hoc support to Race Partner accounts, ensuring that all partner activations involving Clipper Events assets are delivered to a high standard.
- Line-manage a junior executive responsible for sales support and event administration, providing clear direction, coaching and regular feedback.
- Establish efficient ways of working, including use of CRM (Salesforce), pipelines, forecasting and standardised documentation, to maximise commercial output and data quality.
- Work closely with internal departments to ensure consistent guidelines for corporate sailing activation in the UK and on the race route, including risk assessments and incident management planning.
- Work with Finance and senior management to set and deliver annual revenue and margin targets for Clipper Events, SKIRR Adventures and the leadership product, ensuring clear visibility of performance.
- Monitor event and product profitability, identify efficiency improvements and take action to protect and improve margins.
- Develop and track KPIs across revenue, new business, customer satisfaction, audience growth and brand reach, using CRM and digital analytics.
- Support the operational delivery of selected Clipper Race stopovers, including partner activation, hospitality and special events.

Key requirements:

- Demonstrable experience in a commercial events, partnerships, business development or experiential marketing role, ideally within sport, adventure, marine or equivalent premium experience-led sectors.
- Proven track record of winning and growing corporate business, managing key accounts and delivering high-quality events or programmes on time and within budget.
- Experience creating or shaping products for business audiences (e.g. leadership development, conferences, client hospitality, motivational speaking) is highly desirable.
- Strong relationship-building skills with the ability to operate confidently with senior corporate stakeholders, partners and suppliers.
- Comfortable working in a fast-paced, entrepreneurial environment with competing priorities, using initiative to move projects forward.
- People-management experience or clear potential to manage and develop a junior team member.
- Strong written and verbal communication skills, including confidence in presenting and public speaking, or a willingness to develop in this area.
- Process-driven and organised, with good attention to detail and experience of using CRM systems (Salesforce experience is an advantage).
- A genuine interest in sailing, adventure and performance, and an enthusiasm for Clipper's mission of making ocean racing accessible to people from all walks of life.

Due to the nature of the Clipper Ventures business hybrid working is offered. This combines time working from home with regular presence in our Gosport office and on location at events, both in the UK and internationally, to stay embedded in the heart of our on-water operations.

To apply for this role please email a covering letter and CV to careers@clipper-ventures.com