

CeleBreak

**WHO ARE WE?**





# MISSION

Create meaningful human connections through football

# VISION

People enjoy football regularly together to build friendships and communities



# **OUR CORE VALUES**



## **WE ARE MISSION-DRIVEN**

We base all our decisions asking ourselves if it is line with our Mission: To connect people by providing an easy way to play great matches of football



## **WE DEEPLY CARE & SERVE**

We are empathic and listen carefully to truly understand other opinions and behaviors. On and off the field we care and serve for the happiness of the group



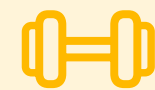
## **WE ARE ALL OWNERS**

We take full accountability and responsibility for our area and do not blame others. We are taking initiative and are proactive



## **NO EGO. WE ACT SELFLESS**

We show no ego on and off the field, we prioritize to make decisions for the good of our vision over decisions that are only in our self-interest



## **WE CONSTANTLY GO TO TRAINING SESSIONS**

We have the constant desire and motivation to educate ourselves, proactively self-learn, and to learn from each others failures and success



## **WE ARE FOCUSED ON RESULTS**

We prioritize results over busy work - only the Output counts



## **BIAS FOR ACTION**

We favor action over theorizing. Trial & Error is the fastest way of learning.



## **WE ACT WITH INTEGRITY**

We act with honesty. We commit and do what we say



# OUR CURRENT COMPANY STAGE

**30,000+**

Users in the  
last 12 months

**8,000+**

Active playing  
users monthly

**€1M+**

Revenue in the  
last 12 months

**19**

Full time equivalent  
team members



# WHAT ARE WE LOOKING FOR?

We are looking for a proactive, high energy, result oriented Business Development Manager based in Madrid, football lover, with knowledge of the game and experience working with people, handling providers/ owners and growing a good relationship with them.





# YOUR MISSION AS BUSINESS DEVELOPMENT MANAGER

To Grow Madrid from currently < 100 weekly games to > 250 weekly games within the next 12 months.

## DESIRED GOALS / RESULTS

- Finding and securing top notch field slots
- Great field relationships with fields
- Mini acquisitions in Madrid of other playing communities
- Local Partnerships for demand generation
  - Startups
  - Coworkings
  - Universities
  - Bigger Corporates
  - Influencers

## MAIN SKILLS REQUIRED

- Entrepreneurial & Self Starter skills - you will have major impact on growth of the city
- Ability to build and grow relationships with key football field suppliers and B2B partners. Ability to establish long term relationships
- Truly understanding field owners issues and ability to fix them
- Spanish & English speaking
- Excellent verbal and written communication skills
- Strong work ethic



# COMPETENCIES



## **EMOTIONAL INTELLIGENCE**

You are highly emotionally intelligent and are able to see and understand people's needs and interests.  
You are empathic and can recognize and understand the feelings of others.



## **KNOWLEDGE OF CULTURAL BACKGROUNDS AND DIFFERENCES**

You understand and respect cultural differences, and you use this knowledge in communication with the people around you.



## **EGO FREE BEHAVIOUR**

You are able to decide in the interest of CeleBreak and to put the company's interest above your own personal interests. You can put aside your ego to show weaknesses or mistakes.



## **PROACTIVITY**

You take the initiative, look ahead and propose your own ideas.



## **HIGH STANDARDS/ QUALITY OF WORK**

You have high standards and want to deliver quality in all your tasks.



## **SELF-DEVELOPMENT AND PERSONAL LEARNING**

We prioritize results over busy work - only the Output counts



## **HONESTY/INTEGRITY**

You have a positive intent and adhere to values and moral principles.



## **POSITIVE MINDSET**

You are positive by nature and in challenging situations, you keep a positive attitude.



# COMPENSATION & BENEFITS

Fixed salary + Annual Bonus . We take an approach and ask candidates for their expected salary range to understand current market values and depending on

price/profile we quickly inform if that is a salary we can consider and inform candidates accordingly. At CeleBreak we want to promote a healthy and happy

lifestyle, a culture of constant learning, and giving everyone as much freedom as possible. Thus we offer the following benefits:



## HEALTH & HAPPINESS

- 40€ Monthly allowance to be spent on sport or wellness
- Free unlimited CeleBreak Football Match everywhere
- Football Equipment allowance of up to 160€ per year



## CONSTANT LEARNING

- Free Kindle
- 1500€ allowance on courses/ education of your choice that are directly related to Business Development/Sales



## FREEDOM

- Encouraged to take min 20 Paid Time Off Days per year or more
- Co-working Space, Home Office, or coffee allowance of up to 200€ per month





# WHY SHOULD YOU APPLY?

Our vision to build the greatest football-playing community. We are committed to facilitating playing football whenever and wherever you want. You have the chance to help us keep building the greatest football community.

As our Madrid Business Development Manager, you will be in charge of all our Madrid operations

and thus will shape how our community will perceive the CeleBreak experience. You will have the opportunity to create/ customize and implement any strategies you analyze and find useful to achieve your mission.



**THANK YOU**