



Sports Force Parks – Team Sales Representative

Job Description



Overview:

A successful Team Sales Representative is a self-starting sales professional who conceptualizes and implements various sales strategies while building relationships that generate leads/new business. This entry level sales position role works closely with the marketing department to implement an integrated strategy. This position is located in the Atlanta, GA area.

Required Skills & Responsibilities:

Responsibilities:

- Cultivate and convert sales across a span of national territories, focusing largely on Weeklong Tournament sales (among other products/business lines as needed)
- Participate in sales planning and execution strategies, including but not limited to direct sales calls, appointments, networking, live events and webinars
- Develop new customers from referrals, prospecting lists and prospecting calls
- Work toward expanding organizational alliances which open new markets
- Proactively work to understand customer preferences how customers experience our brand
- Communicate effectively over the phone and in-person
- Exhibit excellent organizational and record-keeping skills
- Balance comfort in negotiating terms with prospective customers while keeping larger business considerations in mind

Education and Experience:

Required:

- Bachelor's Degree in Business or Sport Management
- Demonstrated ability to communicate effectively
- Bottom line and results-oriented
- Aptitude to learn new skills and implement strategies
- Proficient in Microsoft office applications (Word, Excel, etc.)
- Willingness and ability to work evenings and weekends when needed
- Highly-organized and effective communicator

We Prefer:

- Sales experience or related field
- Work history involving creativity in a business setting
- 2+ years of previous sales experience with a track record of success
- Demonstrated ability to work in fast-paced environment
- Experience working with Pipedrive or similar CRM Platform
- Knowledge of youth sports industry

Job Location: This position is located in the Atlanta, GA area

Position Type: Full-Time/Salary