

Sales Representative

American Soccer Co, Inc in MASSACHUSETTS

Employment Type

Contractor

Why Work Here?

"Fun, fast paced family environment with opportunity for growth and a career in the youth sports service sector."

Score Sports, the leader in Soccer, Basketball, Baseball Uniforms and Equipment for 45 years, is looking for experienced and self-motivated individual to join our winning team of sales executives. The sales team passionately represents our company, products, prospects, and customers. In this role you will be performing a variety of functions to generate business sales leads within your designated territories. Work from home but willing to travel. Open to consider multi-line representatives of non-competing brands and products.

Responsibilities

- Generating sales leads by making outbound sales calls for the purpose of qualifying, cultivating, and developing prospects into customers
- Gain familiarity of and maintain company product knowledge
- Cold calling, negotiation and selling skills
- Respond to inbound calls and place outbound calls to follow up on generated leads
- Effectively communicate technical information and benefits related to product features, use and implementation considerations
- Assist in all levels of sales administration to include contract negotiation, post-sales follow up and support through final installation
- Develop and maintain relationships with assigned partners and customers
- Generate innovative ideas to increase sales
- Quote prices and credit terms and prepare sales proposals/contracts for orders

- Maintain customer contact communications log in database
- Achieve/exceed monthly sales quota
- Maintaining and tracking leads in database
- Ability to travel and have own transportation

Requirements

- Desire to work in a fast-paced sales environment and grow with the company
- 5 years of sales experience. Working with local and regional clubs & organizations, YMCA, Parks and Recreation, etc. a plus
- Sports industry experience, preferably in youth sports
- Disciplined with work schedule
- Experience using Constant Contact or like for like software
- Knowledge and ability to make large group presentations
- Must be able to work independently and self-motivated with an innate determination to succeed
- Provide high level of integrity and transparency
- Professional telephone manner
- Excellent customer service skills
- Excellent presentation, organization, and time management skills
- Strong cold calling, negotiation and selling skills
- Excellent oral and written communication skills with particular attention to detail
- Energetic and possess positive and I can help you attitude
- Reliable, fast learner and team oriented
- Knowledge of MS Office and the Internet

Please submit cover letter, resume and references to anne@scoresports.com

About American Soccer Co, Inc:

SCORESPORTS is a vertical manufacturer of sports apparel and has been a part of the athletic community for over 40 years. We are an industry leader with a talented team of employees that are passionate for youth sports and community involvement. We are looking for hard working, passionate, creative, driven and goal oriented individuals to join our amazing team.

WWW.SCORESPORTS.COM