



## **Sales & Events Lead – Kansas City, KS**

### **Get to Know Us:**

We are the goba Sports Group and we believe in getting people to Go Outside and Be Active! We are a dynamic and entrepreneurial company that can give you a fun, empowering and positive place to work.

### **What You'll Be Doing:**

We have a great opportunity for a Sales & Events Lead in Kansas City. The Sales & Events Lead is responsible for supporting the Mobile Market Manager in meeting sales objectives by executing events, driving customer traffic to Retail Pop-Up locations and converting on this traffic to generate trampoline sales. This role is directly responsible for coordinating and scheduling events and installations for Springfree and has direct report responsibilities for part-time staff. Must be available evenings and weekends.

### **Job Highlights:**

- Lead and develop talent and teamwork within the market
- Create brand awareness
- Event setup, execution and lead collection
- Greet customers and proceed with Springfree selling process
- Lead the hiring and training of part-time staff using company training guidelines
- Schedule hours for part-time staff and submit payroll hours to Finance Dept.
- Research to identify new events & site visits
- Report on past events and progress of marketing strategy
- Manage and maintain the installation calendar
- Track and manage expenses

### **Why Us:**

- Pay Rate - \$38,000-\$40,000/yr depending on experience
- 16 days Paid Time Off per year, plus 8 Statutory Holidays
- Employee Benefits, 60% paid by employer

### **What We're Looking for:**

- Entrepreneurial, resourceful and self-motivated; able to work independently
- Good interpersonal and communication skills.
- Strong customer service orientation
- Sales savvy and results driven
- A good team player working assisting colleagues as required and working as one collective team
- Flexible and adaptable to handle a variety of situations and duties
- Demonstrates good leadership with the ability to motivate others
- Demonstrates a strong passion for the product, business and team

### **The Nitty-Gritty:**

- Post-Secondary an asset
- Minimum 2 years' supervisory experience preferred
- 5 years of sales, events or customer service experience
- Proficiency in Microsoft Outlook, Excel, PowerPoint and Word
- Valid driver's License and clean drivers abstract

***Please forward an updated resume to [hr@gobasports.com](mailto:hr@gobasports.com)***