

Sales & Operations – Katy, TX

A Little About Us:

[Springfree Trampoline](#) is a global brand within goba Sports Group, a company that is committed to inspiring people to Go Outside and Be Active. We are a dynamic and entrepreneurial group with a fun, empowering and positive attitude.

What You'll Be Doing:

As the Sales & Operations Lead you will support the Market Manager in meeting annual store sales objectives by driving customer traffic to the Houston store and converting the traffic to generate trampoline sales. You will also be accountable for all activities related to coordinating and scheduling installations for the Springfree store and will have direct report responsibilities for part-time store sales associates.

Job Highlights:

Sales

- Build and manage the sales relationship with key customers and prospects
- Actively engage store visitors and incoming phone calls to provide elite customer service and satisfactory buying experience
- Lead outbound sales efforts by directly engaging with prospects through phone calls, emails, and other methods of communication.
- Handle and manage incoming customer service telephone calls
- Lead and manage the execution of in-store events & customer activities
- Hire, train, and schedule part-time store staff, including managing hours within budget allotment and submitting payroll to Finance Department.
- Working with the Market Manager, to prospect for local store community events and partnerships/sponsorships

Operations

- Hire, train, and schedule part-time installation staff
- Ensure efficient logistical operations and maximize customer satisfaction through management of market's installation schedule.

What You'll Bring:

- You love sales and you understand that it takes a roll-up-your-sleeves attitude to drive results
- You have strong customer service and are a good team player
- You are flexible and adaptable to handle a variety of situations and duties
- You've got a University Degree
- You have a minimum of 2 years relevant working experience
- You are organized and manage deadlines effectively
- You have good leadership skills and can motivate others
- You are entrepreneurial, resourceful and self-motivated with good interpersonal and communication skills

Apply via e-mail to mwinfield@gobasports.com