

## **Retail Sales Coordinator – Katy, TX**

[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 Retail Sales Coordinator you will work closely with the Market Manager to drive sales to profitably grow our business. Your specific areas of accountability will include:

- Grow trampoline unit sales, market share and bottom line profit
- Differentiate Springfree Trampoline products and service from the competition
- Develop ongoing, meaningful relationships with customers and promote company brand/word of mouth
- Identify, meet & develop rapport with target prospects and partners
- Develop personalized business plans by sales activity - retail store, event trial, pop-up, partnerships - to ensure maximum customer and profit satisfaction
- Meet or exceed assigned personal and market-driven KPIs
- Design and implement vigorous prospecting plan to find, develop and execute sales opportunities.
- Maintain detailed customer NetSuite profiles and prepare sales reports as required
- Enhance professional delivery by continuously increasing product & industry knowledge and interpersonal skills
- Collaborate and shares knowledge with various Company Team members and departments
- Build and maintain ongoing awareness of new products, services, competitor activities and market data

### **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 admin skills, you are organized and manage deadlines effectively
- 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 have good leadership skills and can motivate others
- You are entrepreneurial, resourceful and self-motivated with good interpersonal and communication skills

### **Benefits:**

As the Retail Sales Coordinator you will earn a salary of \$45,000-\$48,000 with a 10% bonus potential, 16 Paid Time Off days, 10 Public Holidays and Health Benefits available.

Apply via e-mail to [hr@gobasports.com](mailto:hr@gobasports.com)