



## **Sales & Events Coordinator – Calgary, AB**

### **A Little About Us:**

We build the Springfree Trampoline because we believe backyards should be a place for safe play. Springfree's innovative design is the world's safest, highest quality and longest lasting trampoline supported by a full 10-year warranty.

Springfree is part of the goba Sports Group, committed to encouraging people to Go Outside and Be Active. We have competencies in design, engineering, manufacturing, sourcing, marketing, sales, customer care, and retail distribution with operations in the United States, Canada, Australia, New Zealand, China and Europe.

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

We are looking for a Sales & Events Coordinator who will support the Market Manager in meeting annual sales goals in the Calgary market. Reporting to the Market Manager, you will assist with driving customer traffic to the store, engaging with customer traffic at trial opportunities and converting on the traffic to generate trampoline sales. You will be responsible for coordinating and scheduling installations for the Springfree store as well as overseeing all part-time employees.

### **Job Highlights:**

- 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
- Co - Develop and manage sales plans for - retail store, event trial, pop-up, partnerships - to ensure maximum customer and profit satisfaction.
- Maintain detailed customer NetSuite profiles and prepare sales reports as required
- Enhance professional delivery by continuously increasing product & industry knowledge and interpersonal skills
- Build and maintain ongoing awareness of new products, services, competitor activities and market data
- Coordinate installation schedule for Springfree stores in the market using NetSuite as the tool
- Co – Lead and support the Market Manager in the hiring and training of part-time staff using company training guidelines.

### **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

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