



FIELD MANAGER

EMPLOYER AND WORK LOCATION – Goba Sports Group and its General Partner, Springfree Trampoline USA Inc. (SFT-US). Location is in and around the greater Salt Lake City, Raleigh or Kansas City regions.

EMPLOYMENT TYPE

This is a full-time 24 month contract that can be renewed based on mutually agreed upon parameters. This position operates as a mobile business that primarily attends local events, trade shows, festivals and fairs. Work hours vary; day, evening and weekend shifts are required as necessary.

PURPOSE OF POSITION

This person will sell high quality backyard products directly to the consumer using a flexible, mobile business model, to be staffed with knowledgeable people. They will take the brands to the where the customers are located within the regions. The Territory Manager will develop the local plans for their territory and execute the plans in order to deliver sales. In the process they will drive brand awareness, create trials and capture leads. The primary brand they will be working with is Springfree Trampoline, part of the goba Sports Group.

ESSENTIAL DUTIES AND RESPONSIBILITIES

This newly created position requires a small business, entrepreneurial attitude. Responsibilities will include all aspects of running a local business including staffing and event planning to prospecting and closing sales. Success in this role is contingent on strong execution of event-driven tactics.

- Identify appropriate event opportunities for generating leads and driving sales, based on a strong understanding of the community and family-centric events in this territory.
- Create and maintain a yearly event calendar. Strategically monitor the plan to ensure sales targets and lead targets are achieved while remaining within budget.
- Smoothly execute a calendar of events according to plan.
- Deliver on sales targets through the accumulation of quality leads from event activities.
- Hire, train and manage a small support team ensuring “sales focused” and “customer-focused” attitudes.
- Follow-up on leads from events and Pop-Ups.
- Schedule and perform delivery and installation of Springfree Trampolines.
- Take the initiative and ownership to roll up their sleeves and do what needs to be done.

SKILLS, KNOWLEDGE AND ABILITIES

The Territory Manager role is multifaceted and will appeal to people with all or some of the following skills and experience:

- Entrepreneurial
- Recruiting and Managing People
- Events Management
- Basic business skills
- Retail Management
- Managing P&L
- Sales
- Marketing

BEHAVIOURAL COMPETENCIES

- **Customer Focus:** Is dedicated to exceeding the expectations of internal and external customers; gets first-hand customer information and uses it for improvements and driving sales; establishes and maintains effective relationships with customers and gains their trust and respect
- **Drive for Results:** Can be counted on to exceed sales goals successfully; very bottom-line oriented; steadfastly pushes self and others for results
- **Action Oriented:** Enjoys working hard, is action oriented and full of energy for the things they see as challenging; not afraid to take initiative and roll up their sleeves to do what needs to be done
- **Organizing:** Can marshal resources (people, funding, material, support) to get things done; can orchestrate multiple activities at once; uses resources effectively and efficiently
- **Interpersonal Savvy:** Relates well to all kinds of people – up, down and sideways, inside and outside the organization; builds appropriate rapport; builds constructive and effective relationships
- **Dealing with Ambiguity:** Can effectively cope with change; can decide and act without having the total picture; isn't upset when things are up in the air; can comfortably handle risk and uncertainty
- **Perseverance:** Pursues everything with energy, drive and a need to finish; seldom gives up before finishing, especially in the face of resistance or setbacks
- **Problem Solving:** Can analyze a situation, see the problems and can create effective solutions

EDUCATION AND EXPERIENCE

- 5+ years of sales, events, customer service, or small business experience
- Must have a valid driver's license and be willing to travel within defined territory
- Must be able to do physical labor and able to lift 40 lb. boxes
- Ideally has worked in a small business and/or started their own business

Apply by sending your resume to Joel Losch – jlosch@gobasports.com