



SALES DIRECTOR/TEAM

Position Summary

Richardson Sports, an Oregon based sports product company is looking for a skilled individual to lead our team sales division and build on our 50-year history in the team business. The ideal candidate will have extensive sales management experience, a strong knowledge of the team industry and channels of distribution. This individual will lead and support an experienced outside sales force and serve as the main contact for large national accounts and buying groups. The Team Sales Director must have a good understanding of what motivates buyers in the team market and deliver effective sales tools that drive business to our brand. In addition to being a good communicator, the Team Sales Director must be a skilled negotiator, problem solver and product line expert. He/she must be passionate about our products and inspire our sales force and dealers to have that same passion. The Sales director must be good at building strong working relationships and gain the trust of key players and accounts in the team market. If you are passionate about sales, the team market and quality products, we would love to talk with you.

Responsibilities and Duties

- Manage, motivate, and support an experienced outside sales force serving the team dealer market.
- Develop sales programs and tools that assist our sales force and dealers in promoting and selling our products.
- Train and keep the sales force updated on any changes to the product line or pricing.
- Develop product sales strategies and programs for different product categories.
- Research and report on external opportunities, competition, and obstacles to market share growth.
- Work closely with the Sales Operations Manager when developing new programs or sales tools to ensure accounts receive knowledgeable customer service and timely delivery.
- Promote and manage all sponsorship programs with sports teams, leagues, and associations and develop relationships with key players in these organizations.
- Manage and coordinate all Team industry trade shows and events we participate in.
- Stay in contact with key accounts and be the go-to person at Richardson for these large customers.
- Resolve problems that arise with accounts and make sure the account is satisfied with the resolution.
- Help develop and implement web-based sales tools that make doing business with us easier.

- This position does not require a large amount of travel but must be willing to travel occasionally.

Skills and Qualifications:

- Bachelor's degree preferred.
- Successful track record in a sales management role and experience in the sports product industry preferred.
- Excellent leadership, communication, and decision-making skills.
- Strong product background with ability to effectively communicate features and benefits of a large product line.
- Organized, proficient and detail oriented.
- Good computer skills, working knowledge of ERP's, CRM programs and spreadsheets.
- Must be willing to relocate to our Eugene, Oregon headquarters.

This management position reports to the President and CEO and offers an attractive compensation package with full benefits, 401K program and a wonderful work environment.

Please send all resumes to HR@richardsonsports.com