

Job Posting

Sales Development Representative

Reports to: Team Lead - Sales Development Representative

About Mizuno

It is the responsibility of every Mizuno USA teammate to champion our Mission and commitment to one another and athletes everywhere as they strive for ultimate achievement at every level of competition. Are you a competitor driven by overcoming extraordinary challenges? Are you motivated by being a critical team member versus a limited role player? Do you aspire to make a difference with a brand that strives to do more in the communities in which we serve?

If so, then Mizuno USA team is recruiting top draft picks and free agents to transform the challenger brand that is Mizuno! Let us know if you're game ready!

Summary

The Team:

The Team Sales Center of Excellence (TSCOE) supports Mizuno's businesses in uncovering, nurturing, and closing sales opportunities. Teams consisting of Sales Development Representatives (SDR), Account Executives (AEs) and Customer Success Representatives (CSRs) work alongside Dealers, Promotional Partners and Organizations to secure Mizuno Team business with amateur sports organizations within their assigned territories.

Basic Qualifications

- Exceptional relationship building/relationship management skills to establish rapport, trust and confidence with potential customers and dealer network.
- Excellent written and oral communications skills and interpersonal skills
- Proficient in Microsoft Office suite – strong PowerPoint and Excel skills critical
- Familiarity with CRM systems and their usage
- Quick learner with high energy and creative problem-solving skills
- Detail oriented, ability to adapt to changing environment
- Energetic, enthusiastic and organized
- Demonstrated ability to take initiative and interact with all levels of management
- Ability to work autonomously while being a team player

Other Qualifications

- Bachelor's degree preferred
- Contacts and experience working with collegiate and high school coaches, travel coaches and players preferred
- Ability to deliver presentations and public speaking engagements.
- Ability to effectively manage a budget and stay within guidelines.
- Ability to travel when required, 10-20%

Essential Duties and Responsibilities

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Sales Development Manager:

The Sales Development Representative is the point person of the sales process responsible for generating and converting all potential leads into opportunities for Mizuno Team Sales. The SDR will perform a wide variety of activities focused on generating and managing sales leads, qualifying them, and providing hand-off and support to the Account Executive as needed throughout the sales process. The Sales Development Representative will develop a deep knowledge of their assigned market and its potential for gaining new business.

This role involves:

- Seeking, generating and cataloging potential leads using internal databases, referrals, internet and external websites and cold calling.
- Establishing contact with identified leads and monitoring progress to create a pipeline of potential opportunities
- Qualifying leads and sharing relevant information to Account Executive and other members of their sales team and Team Lead.
- Establishing and developing close working relationships with appropriate personnel and leadership of sports organizations, clubs and schools within assigned territory
- Gain an in-depth understanding of the assigned territory and market opportunity,
- Identify business development and partnership opportunities
- Potential to organize events and represent Mizuno at relevant trade shows, trade associations and consumer shows
- Meet and exceed quarterly and annual lead generation and opportunity targets

We are looking for a highly motivated, independent and self-driven sales professional who thrives on new business development sales with computer skills and a determined-to-succeed attitude. Experience in any sales-especially an excellent track record in inside sales is a big plus.

Mizuno USA, Inc. is an Equal Opportunity Employer: All qualified applicants will receive consideration for employment and will not be discriminated against based on their race, gender, disability, veteran status or other protected classification.

EOE M/F/D/V