



## **Spin Ultimate**

Atlanta, GA

**Position:** Spin Ultimate Sales & Relationship Manager

### **Company Description:**

Founded in 2007 and based in Atlanta, Spin Ultimate provides high quality uniforms and gear for Ultimate Frisbee and other sports teams, players, and events in North America and around the world. For more information, visit [www.spinultimate.com](http://www.spinultimate.com).

We are seeking a highly personable, outgoing, fun-loving, and ethical individual to join our team at our company headquarters in Atlanta. The individual must be an exceptionally motivated, driven, and organized team player who can prioritize and manage multiple projects with tight deadlines and competing priorities. There is also an opportunity for the right person to shape their role within the company.

### **Position Description:**

Full-time position with competitive salary depending on experience, 3 weeks paid vacation, and other company benefits. Availability to travel and work weekends is required.

This position requires a physical presence in Spin Ultimate's Atlanta office and reports to the company President.

### **Primary Responsibilities**

1. Actively solicit, process and service custom team orders
2. Manage key relationships with teams, leagues, and tournament directors
3. Provide top notch customer service
4. Travel to tournaments and manage Spin's merchandise tents

### **Specific Duties**

#### *Custom Team and League Uniform Sales*

- Actively solicit, process and service custom team and league orders, while building long-lasting relationships with Spin teams, leagues, and partners.
- Process and service orders in accordance with company standards and systems.



- Work closely with Spin's design team to produce eye catching designs that teams love.
- Coordinate with Spin's production team to ensure timely delivery of custom orders.
- Devise and implement initiatives to create new custom team uniforms opportunities.
- Maintain customer relationships through periodic and seasonal check-ins.

#### *Relationship Management*

- Build relationships with existing and new Ultimate teams, leagues and tournament directors and other partners.
- Manage and shape Spin's team and league sponsorship programs.
- Devise and execute partner agreements for teams, leagues and events.

#### *Customer Service*

- Provide customers with A+ service throughout the order process and follow up to ensure satisfactory delivery of orders, and timely remedy of any issues that may arise.
- Effectively communicate with co-workers to ensure that customer issues are well understood and so that actions can be taken to remedy situations as needed.

#### *Event and Tournament Sales*

- Travel to 5-8 tournaments throughout the year and manage Spin's on-site merchandise tents.
- Create a fun, laid back environment for players and fans through games and other activities.
- Interact with team captains, players, tournament directors, and other key people to build long-lasting relationships.
- Arrange for travel and logistics to, during and from events.

#### *General*

- Be a team player and help with general office tasks as required, including but not limited to, office administrative projects, inventory management, quality control and shipping and receiving.
- Assist in the planning and execution of key initiatives such as Spin Ultimate Academy (our annual high school camp), player clinics, company-run tournaments, fundraisers, etc.

#### **The Ideal Candidate**

- 1-3 years of similar experience in a professional office environment.
- Excellent communication skills, both oral and written are absolutely critical.
- Must have a positive attitude, optimistic outlook, and love interacting with Ultimate players and athletes in general.



- Must be able to work under tight deadlines and minimal supervision.
- Able to take initiative on an ongoing basis; is a proven self-manager as well as a team player.
- Extraordinarily organized and detail oriented with the ability to multi-task and manage multiple, sometimes competing, priorities
- Must represent Spin in a professional and friendly manner at all times.
- Proficiency with Microsoft Office (Word, Excel) and social media is a must. Experience with Adobe Photoshop and Illustrator is preferred, but not required.
- Having a passion for Ultimate and knowledge about the sport and its unique culture is preferred, but not required.

Interested candidates should send a cover letter and resume to Spin Ultimate at [Jobs@SpinUltimate.com](mailto:Jobs@SpinUltimate.com). Qualified candidates will be invited to have an initial phone interview, and follow-on interviews will be at our offices in Atlanta or via video call.

Compensation: Depends on experience.