

Sales Representative - Football (All States)

Do you have passion for football and football kits? Would you enjoy supporting the growth of the sport at all levels? Do you love talking to other people with a passion for the game?

We are a fast-growing sports apparel and equipment brand that specialises in football with an outstanding track record.

We are seeking applications from candidates who are interested in developing sales careers in the football sector.

No sales experience is required and training will be provided. What we are seeking are candidates that are motivated, enthusiastic, positive and resilient.

We have multiple roles available and working arrangements are flexible. We are offering commission only or part time roles with opportunities to work full time should trial periods be successful.

Responsibilities

- Take responsibility for growing our customer base in Football (Soccer) and other related sectors in your geographic region.
- Achieve or exceed sales targets through active and well-planned lead generation and conversion.
- Ensure all KPI Sports customers and prospects experience outstanding customer service levels.
- Be a brand ambassador for KPI Sports. Represent KPI Sports at customer or industry functions and events where necessary.
- Maintain accurate customer and activity records, comply with company policies and procedures.
- Other duties as required.

Skills and Experience

- Have a compelling personality and strong communication skills.
- Have the drive and initiative to chase and close new business from cold calls and inbound leads and demonstrate a true commitment to a sales career.
- Be resilient, including to have the ability to be unfazed by rejection typical to sales roles.
- Be a problem solver.
- Have an unblemished personal and professional reputation and always conduct yourself with the highest levels of professionalism.
- Be self-motivated. You will be working remotely from the KPI head office and responsible for setting your day-to-day priorities.
- Be a strong team player. The success of our business is built on all team members contributing equally and supporting each other.
- A strong interest and personal, or professional, involvement in football (soccer).
- Are well connected within the football industry.
- Experience working in a sales is desirable but not essential.

The successful candidate will work from home but will also spend a significant proportion of time on the road visiting prospects and customers. Serviced office space will be available where required for customer meetings. The candidate will also be required to visit the Brisbane head office from time to time.

To apply, send your CV and covering letter to robbie@kpisports.com.au or call 0417 549 472. Learn more at www.kpisports.com.au.