



## YOUTH SPORTS SALES ASSOCIATE

### PART TIME INDEPENDENT CONTRACTOR POSITION

ASIYA is a modest activewear social-business, focused on the mission of increasing sports participation and physical activity among Muslim girls and women. The company is a pioneer in sports hijabs, which are enabling Muslim girls and women to be active while upholding religious beliefs.

Based in Minneapolis, MN, ASIYA was founded in 2016. The company was first-to-market with a sports hijab in the United States, and is continuing to develop new modest activewear product lines. Visit our website at [asiyasport.com](http://asiyasport.com).

We are hiring for a Youth Sports Sales Associate that will fuel the growth of the organization.

#### **Job Description**

Building relationships with school and youth sports administrators is critical for getting sports hijabs in the hands of more young Muslim women. Often times these relationships begin with just creating an awareness around the role that modest activewear can play in enabling and empowering young Muslim women to be more physically active and participate in sports. These conversations are critical for driving a change in our culture to invite more Muslim girls in to sports, and enable them by providing the right type of equipment to do so.

The Youth Sports Sales Associate will drive sales efforts for ASIYA products to school and sports organizations, with the goal of driving sales among new accounts for the business, nurturing existing relationships, and eventually driving re-orders among existing customers.

#### **Responsibilities**

- Identify and pursue opportunities to engage with prospects via phone, email and in-person to promote and educate the benefits of ASIYA Modest Activewear products.
- Execute a strategic, efficient and high touch sales activity cadence via phone, email and in person that meets or exceeds set targets and expectations.
- Use CRM to accurately manage, track and report all activities, and to build and maintain a clean and up-to-date sales pipeline.
- Provide regular sales updates and reports to leadership team.
- Develop a well-rounded understanding of our sales philosophy, market and customer needs.
- Be an ambassador for the business and participate on behalf of the company in exhibitions, conferences, and/or events that are determined to assist in accelerating sales or building your profile.
- In market travel will be required.

**Job Qualifications and Skills:**

- College degree or equivalent experience preferred
- 2+ years of professional or relevant experience in a sales, account management or athletic leadership role within a relevant industry (i.e. Sports, Education, Religion) with prior strong cold calling sales success
- Passion or experience with modest activewear
- Previous experience and knowledge of and/or have worked with youth or high school sports organizations preferred
- Experience in developing and executing territory sales strategies preferred
- Excellent relationship, presentation and written and verbal communications skills

**Compensation & Perks**

- Competitive hourly wage + commission
- Remote work
- Be a part of a fun and talented team

**How to Apply**

If you have drive, resourcefulness, creativity and a track record of success, we'd love to talk to you about joining our team. Please submit resume and cover letter to [hello@asiyasport.com](mailto:hello@asiyasport.com)

**Equal Employment Opportunity**

ASIYA Modest Activewear is committed to equal employment and advancement opportunity for all employees and candidates for employment without regard to race, color, ancestry, national origin, religious creed, gender, physical or mental disability, veteran status, sexual orientation, age or marital status in accordance with the applicable laws and regulations.