



**Company:** Sports Performance Tracking  
**Position Title:** Business Development Representative – Western Region  
**Position Location:** Los Angeles, CA

**Position Summary:**

Sports Performance Tracking is looking for a sports enthusiast to join its Western Region Sales Team. SPT is a Sport Performance Solutions company that specializes in GPS Tracking Technology for Aspiring Athletes and Teams. The right candidate will be responsible for sourcing, building, and maintaining relationships with Youth, High School, Collegiate and Semi-Professional teams in the Western Region of the US. We're looking for hungry, competitive, sales-minded individuals that are looking to be in control of their career. This is an uncapped commission-based role in a relatively untouched market and would be a great opportunity for someone interested working in Sport.

**Roles & Responsibilities:**

- Expected to build, acquire and maintain client relationships in the Western Region of the United States. Client relationships include but not limited to Youth/ Development Academy, High School, NCAA Division 1, Division 2, and Division 3 Soccer, Football, Lacrosse, Field Hockey and Rugby programs.
- Expected to meet and exceed Territory Revenue and acquisition goals set forth by SPT.
- Responsible for managing productivity requirements including but not limited to Client/ Target Client visits, Product demonstrations, and predetermined sales initiatives/ numbers.
- Responsible for documentation of all sales activities using Salesforce.com, starshipit.com, and xero.
- Active participation in sport & technology trade shows, conferences, and events
- Act with Integrity and represent SPT with the company core values in mind.
- Negotiate contract terms with teams and athletes
- Conduct technical product demonstrations

**6-Month Training Program:**

- The Business Development Representative will go through a 6-month training program that will include working with the Sales Team, Sports Science Team, Marketing Team, and Operations Team to learn all facets of the business.
- Roles and responsibilities during the program will include market research, lead generation responsibilities, performing product demonstrations, liaising with marketing team on marketing and social media opportunities, and sales operations tasks.
- The Business Development Representative will be eligible for quarterly bonuses during the 6-month training program based on hitting action item milestones.

**Requirements:**

- 1+ years of sales experience or High School/ Collegiate/ Academy coaching experience in Soccer, Football, or Lacrosse
- Bachelor's Degree required; Master's degree would be a plus
- Former NCAA or equivalent College athlete would be preferred
- Experience working with Customer Relationship Management (CRM) system such as Salesforce is preferred
- Strong technical skills are preferred; Experience with Starshipit.com, Salesforce.com, Slack, Google Business Stack, and xero would be a plus
- Experience using or working with GPS Sports Wearable Technology would be a plus
- Travel Requirement: Up to 25%
- Strong Communication Skills and ability to perform product demonstrations to Target Customers
- Must be a self-driven, competitive, highly motivated individual

**Benefits:**

- Competitive base salary + uncapped commission
- Employee Healthcare benefits are paid for by company
- Additional vision and dental benefits available
- 401(k) with company match