

Sales Executive - Australia

Position Description

SPT

Before the SPT system was built, it was very hard for amateur athletes to measure exact performance on the field. This kind of technology was available on an elite level, but hadn't yet filtered down to the grass roots.

All this changed in 2015 when Sports Performance Tracking (SPT) founder, William Strange, developed a web-based platform and device that could be won in every league. Finally, players had access to an affordable technology that could monitor, track and analyse physical output.

Thanks to our sport scientists and software developers, the SPT GPS has been specifically designed to tackle outdoor contact sports. Our tools have been simplified so that coaches and individuals can easily understand speed, endurance, injury prevention and training loads.

Today, over 100 countries in all 7 continents are taking advantage of SPT data to help them play smarter. Our metrics have been used to assist schools, teams, coaches and even the top tier leagues. With a scope to expand even further, we strive to be the leader in wearable sporting technology and teach our wider communities to train with facts and analytics in mind, in the same way the pro's do.

THE ROLE

The role of Sales Executive is a critical role for the growth of the Company. There is considerable potential to grow our current market share in Australia.

The Executive will be responsible for maximizing our sales revenue through developing direct customer accounts with existing and new customers with a focus on the NSW / WA states. The position may involve some domestic travel.

The role is suited to a confident, and organized, sales professional, who has worked in a similar role.

Responsibilities

Reporting to the CEO, the role includes:

- Create and Maintain Sales pipeline using Salesforce CRM
- Liaise with Customer Service / Marketing Coordinator to build out contact list and targeting marketing
- Identifying new sales partners
- Identify and manage sales opportunities
- Initiate and coordinate development of action plans to penetrate the domestic market
- Maintain accurate records of all pricing, sales and activity reports
- Cold Calling
- Email Marketing
- Customer Service

Skills

Required:

- Strong Sales / Negotiation Skills
- Excellent Communication and presentation skills
- Highly Energetic, Effective and have strong capabilities to work autonomously
- Customer service orientated and highly organized
- Natural ability to engage in business relationship with individual and groups and a desire to improve these skills
- High desire to get on the front foot and contact potential / new customers

Desirable:

- Experience in the Sports Market
- Experience in Small Business / Start-up