

Teamwork Athletic Apparel

San Marcos, CA 92069

Send resume to: careers@teamworkathletic.com

National Sales Director

Are you looking for an awesome place to work that strives to drive our business forward all the while having a good time? At Teamwork Athletic Apparel we provide a dynamic, fun, fast-paced and casual work environment that has helped us grow into a leading national distributor and manufacturer of licensed collegiate apparel, customized team uniforms for all major sports, outerwear and fanwear.

Under the direction of the CEO, the National Sales Director will use his/her creativity and thorough knowledge of sales processes to provide innovative ideas for business growth. Communication and team management skills are also essential for this position.

This is a high visibility position requiring you to bring your industry knowledge, business relationships and project management to the forefront of the business and take responsibility for leading successful sales programs.

Sales, Sales and Sales:

- The top priority for this position is to generate sustainable revenue
- Drive and establish retail chain account business for the Company with companies such as Target, Walmart, Kohl's and national and regional collage stores.
- Use Agile Methodologies to enter various accounts and markets and seek additional ways of expanding in existing accounts

Sales Pricing Strategy:

- Works closely with the leadership team to create a sales strategy that balances costs, terms, promos, licensing fees, distributor fees, various other costs and margins

Responsibilities:

- Develops and implements effective sales strategies
- Implements national sales programs by developing field sales action plans
- Leads nationwide sales team members to achieve sales targets
- Maintains sales volume, product mix, and selling price by keeping current with supply and demand, changing trends, economic indicators, and competitors
- Establishes productive and professional relationships with key personnel in assigned customer accounts
- Negotiates and closes agreements with large customers
- Monitors and analyzes performance metrics and suggests improvements
- Prepares monthly, quarterly and annual sales forecasts
- Performs research and identifies new potential customers and new market opportunities
- Proactively assesses, clarifies, and validates customer needs on an ongoing basis
- Provides timely and effective solutions aligned with clients' needs
- Liaises with Marketing and Product Development departments to ensure brand consistency
- Maintains national sales staff by recruiting, selecting, orienting, and training employees
- Stays up-to-date with new product launches and ensure sales team members are abreast of new campaigns

- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; and participating in professional societies
- 10-20% travel required

Required Qualifications:

- Bachelor's degree in marketing or related field or equivalent combination of experience and education
- 7+ years of proven sales experience and leadership skills
- 2+ years of national retail account experience within apparel industry
- Proven existing relationships with major retailers
- Experience managing a high performance sales team
- Knowledge of CRM software and proficient with Microsoft Word & PowerPoint
- Advanced Excel, data analysis and data manipulation skills
- An ability to understand and analyze sales performance metrics
- Solid customer service attitude with excellent negotiation skills
- Experience working in a fast paced environment, being self-motivated, a team player, flexibility to change (and adapt)
- Strong writer and communicator, with the ability to present ideas to various levels of an organization, and gain support for initiatives.
- An ability to understand and analyze sales performance metrics

All sound good so far? If so, please read on to learn more about our growing business!

In addition, Teamwork offers:

A friendly family-owned company that understands the value of our employee contributions and work ethic; and

A customer service focused organization that takes time to listen to employees and customers alike; and;

A recognition-based company that takes time to celebrate our employees' successes; and

A team-based organization in which employees participate in a variety of teams to continuously improve operational systems.

Teamwork Athletic Apparel offers a comprehensive benefits package including medical, dental, life, paid time off (PTO), holidays, profit sharing, 401(k) plan and a casual and positive work environment.

Still Interested? Please send your resume AND salary requirements

-Requisition #17-1141

-Teamwork Athletic Apparel is an Equal Opportunity Employer -- we celebrate diversity and all walks of life!

-No agencies or phone calls please

Please visit our website at www.teamworkathletic.com for additional information about our company, our newest uniform creation technologies; and our product lines.