



DisruptSports – inside Sales / Account Exec

Santa Monica, CA

Hailing from the shores of Bondi Beach Australia, DisruptSports.com is shaking up sports equipment with forward-thinking and disruptive technologies. Disrupt was founded on the simple idea of removing waste from the worlds and moving the whole of the sports industry to an 'on demand' model. Where you can buy exactly what you want online or instore, have it made locally, delivered fast and for the same price as warehoused goods.

We help brands such as Redbull, Reebok, Nitro Circus and Corona design quality branded sports equipment – surfboards, snowboards, skateboards and 60+ other lines which they sell online or use for promotional use

In the last year we have opened up offices in LA & Chicago to compliment our bases in Sydney, Australia and Bristol, UK.

As the team continues to grow we're now on the lookout for an ambitious account exec/ inside sales. Someone who isn't afraid to be throw in the deep end, who wants to be part of a fast-paced start-up and who is willing to get their hands dirty.

Your role will be working with our BDM to

- Further, develop customer accounts
- Dealing with inbound sales enquires
- Managing requests for artwork and quotes
- Working with manufacturing partner
- Prospecting. onboarding and developing new leads

This role requires a true hustler. Someone who thinks on thier feet, finds solutions, manages multiple project and isnt afraid to pick up the phone and cold call.

Ideally suited to someone with two years experience in sales or as an account exec

Role Overview

- This role is a varied role looking after the day to day customer accounts
- Liaising directly with designers and production team to ensure all products are well designed and delivered on time
- Responsibility for upselling, cross-selling and farming new work from existing clients
- Managing internal design and production resource
- researching and prospecting new potential customers
- **Personal Qualities**



DISRUPT
SPORTS

- Excellent communication
- Ability to work to targets and thrive under pressure.
- Detailed awareness of our product offering
- Ability to think on your feet and Get-sh%t-done
- Good team work ethic.
- Flexibility to adapt to a variety of responsibilities and the nature of a growing company
- extra points is you can use photoshop or indesign to a reasonable degree
- extra points if you can demonstrate you hustle

Love innovation, learning and always be looking for ways to improve

Apply with your resume and 140 characters on why you should be our next account exex.

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