

# United States Jobs Expertini®

**Field Sales Pro - Ocala / Gainesville, FL**

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Company: BSN Sports, LLC

Location: United States

Category: other-general

## **BSN SPORTS, A VARSITY BRANDS COMPANY - THE RECOGNIZED LEADER IN TEAM ATHLETIC GEAR**

For over 50 years, BSN SPORTS has been the largest team sporting goods equipment and apparel distributor of choice in the United States. Our 3,000 BSN SPORTS employees strive to support the Heart of the Game by putting valuable time back into the day of coaches and administrators through excellent service platforms. Our company mission is simple: Save coaches and administrators time with everything they do off the field so they have more time to impact young lives on it.

**Job Location: Ocala / Gainesville, FL**(Remote Outside sales but must currently reside in the location full time.)

### **YOUR OPPORTUNITY:**

**BSN Sports** is looking for a **Field Sales Pro** in **Ocala / Gainesville, FL**. A Field Sales Pro is responsible for optimizing the full cycle sales in your assigned territory and servicing our customers.

### **RESPONSIBILITIES:**

Provide best-in-class, consultative customer service to coaches across an assigned territory and do everything humanly possible to make their lives easier.

Generate revenue and meet sales/growth targets.

Develop and qualify leads within respective territory to drive additional sales opportunities through cold-calling and lead generation campaigns.

Navigate multiple functions within the company's CRM, including but not limited to prospecting, account management, and activity tracking, to support sales and customer relationship efforts.

Increase sales in existing accounts by selling to all sports at all levels. In our world, the women's soccer coach deserves the same level of service as the head football coach...

Utilize data-driven business intelligence on prospects to identify new trends and opportunities.

Manage your account list and travel on location within your assigned territory.

### **QUALIFICATIONS:**

Required:

Demonstrate a high level of self-direction and autonomy in managing tasks, projects, and responsibilities, ensuring efficient and independent workflow.

Must possess excellent problem-solving, organizational, and multi-tasking skills.

Excellent verbal and written communication abilities are essential, enabling effective interaction with both external clients and internal team members.

Proficiently prioritize and manage tasks, demonstrating strong time management skills to meet deadlines and optimize overall efficiency in a dynamic work environment.

Proficiency with a range of technologies including but not limited to CRM, Microsoft Office Suites, and Outlook.

Must have and maintain a reliable vehicle, valid driver's license, auto insurance, and a satisfactory driving record.

Nice to Have

3+ years' business-to-business (B2B) outside sales experience (preferably in sporting goods)  
OR coaching/sports-related background.

Bachelor's Degree

Demonstrated local community involvement.

## **FIELD SALES PERKS & BENEFITS:**

Fulfilling work that presents new challenges and exciting opportunities every day of the week.

Unlimited commission potential from day one.

Flexible Schedule

Comprehensive sales training program

iPad for business use

Discounts on personal apparel and equipment

## **JOIN THE BEST TEAM IN SPORT & SPIRIT**

At Varsity Brands, we believe every student deserves the opportunity to succeed and every educator wants to make a difference. It takes a team to make a real impact, and through our two divisions – BSN SPORTS and Varsity Spirit – and our network of 6,000+ employees and independent representatives, we are proud to partner with a wide range of educational institutions and club and professional sports to transform the student journey in SPORT and SPIRIT.

## **OUR VALUES**

**Service** -We lead with heart. We champion community.

**Passion** - We love what we do. It fuels our purpose.

**Integrity** - We do what we promise. We own our actions and decisions.

**Respect** - We earn it by giving it. Because everyone deserves it.

**Innovation** - We never stop striving to be better. For ourselves and our community.

**Transparency** -We are committed to openness and honesty in everything we do.

## **OUR BENEFITS**

We are committed to putting you and your families first. For benefits eligible roles, we offer a variety of choices and costs as well as program enhancements that align with our responsibility to elevate the employee experience. Some of our offerings include:

Comprehensive Health Care Benefits

HSA Employer Contribution/ FSA Opportunities

Wellbeing Program

401(k) plan with company matching

Company paid Life, AD&D, and Short-Term Disability

Generous My Time Off & Paid Holidays

Employee Resource Groups

St. Jude Partnership & Volunteer Opportunities

Employee Perks including discounts on personal apparel and equipment!

Varsity Brands companies are equal opportunity employers. Qualified applicants will receive consideration for employment without regard to race, religion, color, national origin, citizenship, gender, sexual orientation, gender identity, veteran's status, age or disability.

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