

SOCCER RECRUITING & SCOUTING NETWORK

WeGotPlayers.com™

Title	Business Development / Marketing / Sales
Overview	<p>WeGotPlayers.com™ has revolutionized the soccer recruiting & scouting process for players, coaches, agents and scouts through our web-based soccer recruiting & scouting platform.</p> <p>We are seeking a Sales, Marketing & Business Development person to help boost our company into the next stage of growth. Candidates should have a passion for sales, sports, technology, and to be self motivated.</p> <p>This is a new and unique service in a competitive market, so the position requires creativity and flexibility. The position reports directly to the President of the company.</p>
Responsibility	<p>The initial role is a sales/marketing/business development role where you will work on the sales discovery process (generate leads, make 30 outbound calls a day, test and measure different blogs, messages, and offers).</p> <p>Candidates will be expected to drive revenue with clients and customers while balancing time between actively selling, managing accounts and strategic product planning and alignment.</p> <ul style="list-style-type: none"> • Responsible for all aspects of sales including lead sourcing, management, pitching, negotiating, and closing. • Making a high volume of sales calls to a variety of sports organization, events and educational institutions • Spearheading and creating sales material and related content • Provide clients with a true consultative sales experience
Skills	<p><u>Passion</u> - A genuine desire to be an integral part of a startup sports company.</p> <p><u>Recruiting</u> - Demonstrated understanding of college and pro sports recruiting.</p> <p><u>Energy</u> - The capacity to devote extraordinary time and effort to success.</p> <p><u>Organization</u> - Strong attention to detail and ability to organize 100's of leads.</p> <p><u>Ideal Personality</u> – Active, social, self motivated and easy going.</p>
Experience	<p>2-3 years of sales/marketing in a fast-paced environment, with track record of success.</p> <p>Experience with high school / college sports recruiting process (athlete/coach) and professional</p> <p>Demonstrate ability to hire, train, motivate, and manage sales/marketing representatives.</p>
Compensation	Largely based on performance with base salary and equity considerations.
Education	Bachelors Degree
Location	Connecticut, New York or California are Preferred.

Qualified applicants: Please forward your Resume or CV to info@WeGotPlayers.com



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