

SALES EXECUTIVE

OVERVIEW

Elite Skills Arena is a leader in developing innovative sports technology, with a special focus on football training solutions. We pride ourselves on delivering cutting-edge products that enhance the skills and performance of athletes at all levels. Our team is passionate about football and technology, and we are looking for a like-minded Sales Executive to join our dynamic sales team.

KEY RESPONSIBILITIES

- **Inbound and Outbound Sales:** Proactively manage and develop both inbound and outbound sales opportunities. This includes identifying and pursuing new business leads, as well as nurturing existing relationships.
- **Client Engagement:** Engage with potential clients through various channels, including phone calls, emails, and face-to-face meetings, to understand their needs and provide tailored solutions.
- **Sales Strategy:** Contribute to the development and execution of sales strategies to achieve company sales targets and expand our market presence.
- **Travel:** Regular travel is required to meet clients, attend industry events, and conduct product demonstrations.
- **Reporting:** Maintain accurate sales records and report on performance metrics to senior management.
- **Product Knowledge:** Stay up to date with our product offerings and industry trends to effectively communicate the value and benefits of our solutions to potential clients.

DESIRED SKILLS & EXPERIENCE

- **Experience:** At least 2 years of experience in a sales role, preferably within the sports or technology sectors.
- **Passion:** A genuine interest in football and technology, with an understanding of the sports industry being highly desirable.
- **Communication:** Excellent verbal and written communication skills, with the ability to build strong relationships with clients.
- **Self-Motivated:** A proactive, self-driven individual with a strong work ethic and the ability to work independently.

WHAT WE OFFER

- **Competitive Salary:** A competitive salary package based on experience.
- **Commission:** An attractive commission structure that rewards your success in

meeting sales targets.

- **Growth Opportunities:** The chance to grow within a forward-thinking company at the forefront of sports technology.
- **Dynamic Work Environment:** A collaborative and innovative work environment where your contributions will have a direct impact.

HOW TO APPLY

If you are passionate about football, technology, and have a proven track record in sales, we would love to hear from you! Please send your CV and a cover letter outlining your relevant experience and why you are a great fit for this role to sam.freeman@eliteskillsarena.com.

Elite Skills Arena is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.
