

Commission-Only Sales Representative

Company Overview

Our company specializes in connecting local businesses with talented athletes who participate in running races and triathlons. We believe in the power of sports sponsorship to create mutually beneficial partnerships. Historically the ability to sponsor local athletes required businesses with deep pockets and was only awarded to the most elite athletes. Our aim is to change that so that athletes at all levels can be recipients of sponsorships, and businesses of all sizes can participate in developing the community.

Position Summary

As a Commission-Only Sales Representative, you will be responsible for prospecting, identifying, and securing sponsorships from local businesses. Your primary focus will be on finding businesses willing to support athletes by providing financial sponsorship. In return, these businesses will receive prominent visibility through athlete endorsements.

Key Responsibilities

1. **Business Prospecting:**
 - o Research and identify potential businesses within the local community that align with our sponsorship model.
 - o Reach out to business owners, marketing managers, and decision-makers to introduce our athlete sponsorship program.
2. **Sales and Relationship Building:**
 - o Present the benefits of sponsoring local athletes, emphasizing their exposure and positive brand association.
 - o Build strong relationships with potential sponsors, understanding their needs and tailoring sponsorship proposals accordingly.
 - o Negotiate sponsorship terms, ensuring a win-win situation for both the business and the sponsored athletes.
3. **Marketing Collaboration:**
 - o Coordinate with our marketing team to create promotional materials highlighting the benefits of sponsorship.
 - o Work closely with sponsored athletes to ensure they actively promote the sponsoring businesses on social media platforms.
4. **Performance Metrics:**

- o Your success will be measured by the number of athlete sponsorships you secure.
- o You will earn a competitive commission for each successful sponsorship deal.

Qualifications

- **Sales Experience:** Previous experience in sales or business development is preferred.
- **Networking Skills:** Ability to build and maintain relationships with local businesses.
- **Self-Motivated:** As a commission-only role, you'll need to be self-driven and results-oriented.
- **Passion for Sports:** An understanding of the sports industry and enthusiasm for athlete sponsorship.

Compensation

- **Commission-Based:** Your compensation will be entirely commission-based, with a generous commission structure.
- **Unlimited Earning Potential:** The right candidate can earn substantial commissions based on successful sponsorships.

How to Apply

Interested candidates should submit their resume and a brief cover letter outlining their relevant experience and why they are a good fit for this role. Please email your application to jobs@racelikeapro.net.