

## Basics

Job Title Teams Sports Account Executive – Southeast  
Reports To Regional Sales Manager  
FLSA Status Exempt  
Direct Reports No

## About Mizuno

Mizuno USA's roots trace back to its parent company, Mizuno Corporation. Mizuno Corporation was established in Osaka, Japan in 1906 by Rihachi Mizuno. Today, Mizuno USA is located in Peachtree Corners, GA and continues to manufacture and distribute high quality golf, baseball, softball, running, track & field, and volleyball equipment, along with apparel and footwear.

Since our founding, we have taken special pride and pleasure in being able to participate in the exciting world of sports and providing sports equipment of the highest quality. Each and every one of us is guided by the ideal of true sportsmanship. That was true over 100 years ago and is still true today. It is evident in our corporate philosophy which, simply stated, is "Contributing to society through the advancement of sporting goods and the promotion of sports."

Are you a competitor driven by overcoming extraordinary challenges? Are you motivated by being a critical team member? Do you aspire to join a brand that makes a difference in the communities we serve? Mizuno USA is seeking top performers like you to carry on the legacy of one of the world's most iconic sporting goods brands.

Every Mizuno USA teammate is a champion of our Mission and commitment to one another and athletes everywhere as they strive for ultimate achievement at every level of competition.

Let us know if you're game-ready!

## Summary

Team Sports supports Mizuno's sales growth by uncovering, nurturing, and closing sales opportunities. Team Sports consists of Account Executives (AEs) and Customer Success Representatives (CSRs), working alongside dealers, promotional partners, and other organizations to secure Mizuno Team business with amateur sports organizations in assigned territories.

The Account Executive (AE) is the playmaker of the sales process, responsible for managing opportunities handed off by the Customer Success Representative (CSR) and converting them into lifelong members of the Mizuno Family. The AE will perform a wide variety of activities focused on lead engagement, product and uniform solution presentations, and closing new and existing business. The Account Executive will maintain a robust pipeline and manage the sales process from presentation to closure.

## Essential Duties and Responsibilities

The Account Executive will perform specific tasks like the following:

- Manage the development and execution of sales objectives.
- Define and execute account sales plans, then meet and exceed sales goals (quotas) through prospecting, qualifying, managing, and closing sales opportunities within the assigned territory.

- Develop and manage the sales pipeline – prospect and assess new sales potential while moving a large number of transactions simultaneously through the sales pipeline.
- Convey new product and program information to assigned dealer base.
- Thoroughly educate prospects on the benefits of Mizuno's products and value proposition.
- Negotiates and closes detailed team contracts
- Maintain the sales pipeline and report regularly on sales activity, revenue forecasts, and closing timetables through the CRM system.
- Provide feedback on recommended selling strategies, including summaries of objections, objection handling responses, market reaction, and the like.
- Meet personal and company goals on monthly, quarterly, and annual basis.
- Nurture and expand the company's relationship within customer accounts.
- Gather timely intelligence about competitors, competitive challenges, and competing products.
- Practice excellent communication with management, customers, prospects, and support staff.

### **Qualifications**

- High school diploma required; Bachelor's Degree preferred
- 3–5 years of sales experience
- Previous employment experience within the Sporting Goods Industry as a sales associate or manager highly preferred
- Exceptional relationship building and relationship management skills, with the ability to establish rapport, trust, and confidence with potential customers and dealer network
- Exceptional interpersonal and communications skills
- Demonstrated ability to take initiative and interact with all levels of management
- Familiarity with CRM systems and their usage
- Ability to work autonomously while succeeding in a Team Environment
- Proficient in Microsoft Office applications – specifically Word, Excel, Outlook, and PowerPoint
- Must travel 80% of the time throughout multi-state territory for extended periods of time
- Must possess a current and valid driver's license and be able to obtain a driver's license in the assigned state as needed
- Clean driving record and insurable by Mizuno insurance as well as employee's own insurance
- Vehicle must be in good working condition
- Willing to purchase and maintain auto insurance at your cost, keeping \$300,000 liability, combined single limit for property damage (PD) and bodily injury (BI)

### **Physical Demands/Essential Functions**

- While performing the duties of this job, the employee is regularly required to communicate verbally.
- The employee is occasionally required to stand, walk, and sit.
- Specific vision requirements include color vision.
- Some physical lifting and moderately strenuous physical exertion required for event setup and teardown.
- Prolonged periods of sitting, standing, and walking during travel.
- Ability to drive an automobile.

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*Whenever possible, Mizuno USA, Inc. strives to promote from within if the skills and necessary qualifications meet the requirements for the position. Internal and external candidates will be considered for the position and the best candidate will be hired.*

*Mizuno USA, Inc. is an Equal Opportunity Employer: All qualified applicants will receive consideration for employment and will not be discriminated against based on their race, gender, disability, veteran status or other protected classification.*

EOE M/F/D/V

Send your resume and cover letter to [mizunocareers@mizunousa.com](mailto:mizunocareers@mizunousa.com) and include the Job Title in the Subject line.