

Basics

Job Title Teams Sports Sales Development Representative – Bats
Reports To Senior Marketing Manager – Team Sports
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 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), Customer Success Representatives (CSR), and Sales Development Representatives (SDR) working alongside dealers, promotional partners, and other organizations to secure Mizuno Team business with amateur sports organizations in assigned territories.

The Sales Development Representative (SDR) is the point person of the sales process, responsible for generating and converting potential leads into opportunities for Mizuno Team Sales. The SDR performs a wide variety of activities focused on generating and qualifying sales leads, and managing hand-off and support to the Account Executive. The Sales Development Representative develops a deep knowledge of their assigned market and its potential for gaining new business.

Essential Duties and Responsibilities

The Sales Development Representative will perform specific tasks like the following:

- Researching and cataloging sales leads using internal databases, referrals, Internet searches, and cold-calling.
- Establishing contact with identified leads and managing progress to create a pipeline of potential opportunities.

- Qualifying leads and sharing relevant information with the Account Executive and other members of the sales team.
- Establishing and developing close working relationships with leadership and key members of sports organizations, clubs, and schools within the assigned territory.
- Gaining an in-depth understanding of the assigned territory and market opportunity.
- Identifying partnership and business development opportunities.
- Occasionally organizing events and representing Mizuno at trade shows, trade association meetings, and consumer expositions.
- Achieving or exceeding quarterly and annual lead-generation and opportunity creation targets.

Qualifications

- High school diploma required; Bachelor's Degree preferred
- Previous sales experience highly desirable
- Exceptional relationship building/relationship management skills to establish rapport, trust and confidence with potential customers and dealer network
- Excellent written and oral communications skills and interpersonal skills
- Proficient in Microsoft Office suite – strong PowerPoint and Excel skills are critical
- Familiarity with CRM systems and their usage
- Quick learner with high energy and creative problem-solving skills, along with ability to adapt to changing environment
- High level of attention to detail
- Energetic, enthusiastic, and organized
- Demonstrated ability to take initiative and interact with all levels of management
- Ability to work autonomously while being a team player

Physical Demands/Essential Functions

- Prolonged periods sitting at a desk and working on a computer in an open office environment.
- While performing the duties of this job, the employee is regularly required to communicate verbally and use a telephone.
- Must be able to lift up to 15 pounds at times.

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 and include the Job Title in the Subject line.