



**Riddell**



## Job Summary

### Title

Independent Sales Representative

### Division

Easton Baseball and Softball

### Location

Van Nuys, CA

### Reports To

Regional Sales Manager – Baseball and Softball

## INDEPENDENT SALES REPRESENTATIVE – BASEBALL AND SOFTBALL

We're Easton-Bell Sports... We make gear. Football Gear. Hockey Gear. Bike Gear. Snowboarding Gear. Baseball Gear. And we're growing.

Our sales organization needs to grow with us.

**Summary:** This is a 100-percent commission-based opportunity. The successful candidate will be given a geographic territory and charged with growing existing accounts and bringing on new clients.

Below, you'll find the particulars, but **independent drive and solid "ownership" thinking** is a must.

**Contact:** <https://home.eease.com/recruit/?id=460062>

No phone calls please. Secondary sources will not be considered for this position. Easton-Bell Sports is an Equal Employment Opportunity company.

### Responsibilities:

- Achieve targeted annual sales and profit goals for your assigned accounts.
- Assist as warranted in developing and implementing creative sales programs to drive business forward within your assigned accounts.
- Maintain successful and productive business relationships with your assigned accounts.
- Work successfully with internal Easton-Bell Sports departments (Customer Service, Credit, etc.) to manage the many day-to-day issues related to your assigned accounts.
- Maintain detailed notes and records of account interaction and share them with supervisor and internal Easton-Bell Sports departments as warranted to help keep everyone on the same page and ensure successful execution.
- Assist product and marketing team as required in evaluating new products, setting prices, and establishing accurate sales forecasts.



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Requirements of Position:

- Strong presentation, communication and interpersonal skills. Must develop and maintain excellent relationships with accounts and internal Easton-Bell Sports departments. Account relationships, in particular, must be cordial and professional while strongly goal-oriented to consistently improve both our bottom line and the retailer's.
- Computer literate in Microsoft Word and Excel.
- Strong analytical and strategic skills. Must be able to assess current state of business, project future growth in detail, chart strategic course in conjunction with supervisor, and successfully drive business to the finish line.
- Strong creativity skills – this is a must-have in difficult economic times when normal course-of-business just won't do.
- Willingness to work long hours and travel extensively (up to 50%)



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