

Soccer Field Sales Representative

Urban Soccer Park is seeking an ambitious sales champion who's enthusiastic, driven to win, and independent to join as a Field Consultant and continue the company's rapid growth as the leading manufacturer and installer of small-sided soccer fields across the country. Our organization thrives on a fun and fast-paced atmosphere where accountability is king and success is celebrated, and if you are looking for the opportunity to earn significant compensation for crushing your sales goals while helping bring soccer to every neighborhood, we would love to hear from you. Compensation is very competitive and our performance-based incentive plan offers a very substantial opportunity to increase earnings with no cap.

Urban Soccer Park is on a mission to change the way soccer is played in the United States by not only making it more accessible in every neighborhood, but introducing more and more people to the game via the small-sided game as it is done in most everywhere else in the world. We work with local manufacturers in Boise who bring our fields to life, and our warehouse team puts the final touches on each piece before it hits the road. Our fields are then installed, and people are playing soccer in places you never thought possible -- from backyards in California to rooftops in New York City.

The Field Consultant is a critical member of the sales team and is responsible for helping drive new business acquisition and revenue generation for Urban Soccer Park. The Field Consultant will be tasked with developing and growing their sales pipeline, consistently hitting their goals for sales activities and results, and keeping detailed records of communication via CRM. You will be responsible for generating new sales by identifying the right prospects to target, developing and deploying innovative strategies to connect with your targets, uncovering opportunities for an Urban Soccer Park field to provide value and benefits to the prospect, and closing the deal.

The position is based in Boise, ID and offers the potential of a hybrid schedule combining remote and office days. Business-related travel may be required on occasion.

REQUIREMENTS FOR THE POSITION:

- Highly accountable for your performance
- Strong team player that also excels as a high-performing individual contributor
- Work independently and prioritize multiple tasks
- Superb organizational skills
- Comfortable in prospecting and cold calling new potential customers
- Able to identify customer needs and develop solutions
- Excellent communication skills in a professional setting
- Embraces change and is always learning
- Must pass a background check, drug test and be authorized to work in the US full-time for any employer.
- *Must be fully vaccinated for COVID-19 and provide verification of vaccination prior to start date*

SKILLS & QUALIFICATIONS:

- Experience in sales environment with a track record for exceeding sales goals and call quotas
- Previous experience with cold calling prospects and developing outbound strategies
- Passionate about sales, prospecting, and closing
- Continually innovate and look for ways to improve lead generation and prospecting efforts
- Previous experience with Customer Relationship Management (CRM) tools such as Hubspot, Microsoft Dynamics, Salesforce, etc.
- Create a business plan of how you will achieve your goals
- Bachelor's degree
- Love for Soccer is a bonus

BENEFITS OF URBAN SOCCER PARK:

- Competitive base salary with no draw on commissions
- Substantial earning potential through performance-based commission plan with no cap
- 401k with company match
- Comprehensive health benefits package including dental and vision
- Paid Time Off, Sick Days, Wellness Days and Paid Holidays
- Advancement opportunities within the organization
- Job training & continuing focus on employee development
- Work hard, play hard environment
- Opportunity to play on company indoor soccer team
- Year 1 OTE is \$100k+

WORKING CONDITIONS:

- Full-time, exempt position
- Standard working hours are 9:00 am - 5:00 pm, Monday - Friday
- Travel may be required on occasion (less than 10%)

Next Step: Take our applicant survey <https://go.apply.ci/p/uL2KChMMUmyIUWL2>