



**Our Mission:** To help every athlete reach his or her full athletic potential, regardless of gender, limitation, sport, or natural ability.

## ABOUT THE COMPANY

Michael Johnson Performance is a multi-faceted organization providing training and performance related services to the sports industry.

### TITLE

NextGen Sales Director

### SUPERVISOR

Vice President, Mike Simpson

## COMPANY CORE VALUES

Athlete Centered  
Excellence  
Teamwork  
Integrity  
Innovation

All Actions are for the benefit of our athletes  
We strive to be better than we were yesterday  
We are better together, than we are alone  
We do what we say, and we are upfront and honest  
We are always learning, and we embrace technology

## POSITION OVERVIEW

The primary role of the NextGen Sales Director is to ensure achievement of all financial and non-financial sales related goals, management of sales staff, and management of general operations of the NextGen Department. The NextGen Sales Director is a member of the NextGen Department working in conjunction with NextGen Performance, Marketing, and at times, Sports Medicine to ensure successful and seamless sales and delivery of MJP NextGen Performance Training Products. The NextGen Department consists of the following athlete categories:

GO Program  
Learn To Train  
High School Prep  
College Prep  
Camps  
Off Sites  
Team/Club Training

## ROLE

The MJP NextGen Sales Director is required to execute successfully in the following areas of the MJP brand:

- Achieve NextGen department financial and non-financial goals
- Manage NextGen department budget
- Manage NextGen department Staff
- Manage operational functions for NextGen department
- Ensure awareness in the market



## **ESSENTIAL RESPONSIBILITIES**

- Meet or exceed revenue and non-revenue goals for department
- Manage annual department budget
- Monitor and report results
- Assess competitive landscape and make recommendations for department success
- Understand MJP customers and how they relate to company products
- Responsible for all aspects of superior product delivery
- Cooperate with various internal departments to provide support, information, and improve processes
- Provide excellent customer service
- Uphold company standards and policies
- Support the planning and execution of company goals
- Manage staffing needs based on department demands and constraints
- Train, develop, and ensure accountability of employees within department
- Hire, discipline, perform appraisals, and terminate staff as required

## **SKILLS, KNOWLEDGE & ABILITIES**

- Sales background; ability to understand sales goals and implement and execute plan to achieve them
- Strong planning and analysis skills to perform quantitative data analysis
- Positive attitude, strong work ethic, and passion
- Project management and ability to delegate tasks to support department deliverables
- Excellent organization, communication, and presentation skills
- Leadership skills to support, enforce standards/accountability, and cultivate an environment that inspires employees to succeed
- Ability to enforce company policies and standards among department staff
- Ability to set and work towards long-term goal success to ensure department growth



## QUALIFICATIONS

- Bachelor's Degree in Marketing, Communications, or Business Administration
- 5+ years' experience in sales management
- 7+ years' experience in direct or outside sales
- Strong prospecting and understanding of how to reach sales quotas and goals
- Prior employee Management

## OTHER REQUIREMENTS

- Candidate may be required to lift 50 lbs repeatedly unassisted throughout the week
- Frequent standing, squatting, lifting, pushing, pulling

## JOB TYPE

- Full Time; Average of 50+ hours per week; nights and weekends as needed based on the demands of the position

## COMPENSATION

A salary of \$70,000.00 to \$80,000 annually, depending on experience

PTO

Medical Coverage

Optional Dental, Vision, Life Coverage

401K

## HOW TO APPLY

Interested candidates should submit their resumes and cover letters to:

[humanresources@michaeljohnsonperformance.com](mailto:humanresources@michaeljohnsonperformance.com)

## EQUAL OPPORTUNITY EMPLOYER

*MJP is an equal opportunity employer. All candidates will receive consideration with no consideration to race, religion, national origin, gender, age, disability, or any status protected under local, state, and federal laws.*