



OUR MISSION: To help every athlete reach his or her full potential regardless of age, 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

High Performance Sales Director

SUPERVISOR

Vice President, Mike Simpson

COMPANY CORE VALUES

Athlete Centered

All Actions are for the benefit of our athletes

Excellence

We strive to be better than we were yesterday

Teamwork

We are better together, than we are alone

Integrity

We do what we say, and we are upfront and honest

Innovation

We are always learning, and we embrace technology

POSITION OVERVIEW

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

EYA

Competitor

Off Season

Collegiate

Professional

Combine / Pro Day

AAA

ROLE

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

- Achieve High Performance department financial and non-financial goals
- Manage High Performance department budget
- Manage High Performance department Staff
- Manage operational functions for High Performance 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

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 \$50,000.00 to \$65,000.00 annually, depending on experience

Bonus

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

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.