



Athletic DNA is a sports apparel company and we are looking for an energetic, self-motivated employee to become an integral part of our Sales team. The Florida Sales Representative will be reporting directly to the VP of Sales and Marketing and will be responsible for managing sales accounts in Florida. The main responsibilities include selling to tennis retailers, junior and adult tennis athletes, and tennis academies. The role will include travel across their territory to visit retailers and junior tennis tournaments.

### **Duties & Responsibilities**

- Manage and Grow sales with retail accounts within territory
- Develop promotional marketing campaigns with key retail accounts
- Help grow Athletic DNA's junior Sponsorship Programs
- Travel is Required to attend Regional Adult and Youth tennis tournaments, which can include weekends
- Develop promotional relationships with key regional tournaments.
- Research, develop, and implement new sales opportunities and strategies within the region
- Manage and Build promotional relationships with our regional Academy Partners
- Perform other functions and duties as assigned

### **Qualifications**

- Bachelor's Degree or 1-2 years of Sales & Marketing experience preferred
- Sports knowledge and previous competitive athletic experience preferred
- Competitive Tennis Player Preferred

### **Compensation**

- Salary and Commission based on applicant's qualifications
- Health Insurance

If you are interested in this opening, please submit a resume and cover letter to Ben at [ben@athleticdna.com](mailto:ben@athleticdna.com).