**Sportsbox Independent Sales Rep Job Posting**

**About Sportsbox AI** | Sportsbox AI is a cutting-edge technology company that develops mobile apps for sports coaching and training. Our revolutionary technology includes patent-pending 3D Motion Capture and Kinematic AI that can capture, measure, and analyze complex athletic motions in 3D. Our flagship product, Sportsbox 3DGolf converts a mobile phone into a 3D motion capture device, providing 3D animation and motion data about golf swings from a single video. Sportsbox 3DGolf's technology provides coaches and players with access to 3D motion capture, 3D kinematic measurements, and a platform for seamless coaching, as well as personalized practice guides. The future of golf instruction is in 3D, and Sportsbox allows any coach to teach with accurate 3D data without any investment in hardware. More than half of the Golf Digest Top 50 and Golf.com Top 100 coaches have been using Sportsbox since its launch in 2021, and renowned coaches Sean Foley and David Leadbetter are investors. Sportsbox AI's technology is the best system to create an effective hybrid learning coaching system and business, which allows coaches to serve students and members who want both in-person and online instruction, whenever and wherever, without sacrificing the quality of instruction.

**The Position: Sportsbox AI Independent Sales Representatives** | Sportsbox is seeking highly organized and determined Sales Representatives in multiple territories, who are eager for the opportunity to support growth in wholesale channels for a rapidly expanding and cutting edge golf 3D motion capture technology company.

* The primary responsibility of the Sales Representative will be to contribute to the organization by developing relationships with golf coaches/instructors and telling the Sportsbox story to get them on board with our technology. The Sales Representative is a key role and integral member of the Wholesale Team. This individual must be able to plan, focus, organize, and build strong sales relationships.
* This position requires cross collaboration within the company and will report to the VP of Sales.
* This position is an independent sales rep role, based in a central location that is sensible for the given market, focused on growing Sportsbox 3D technology distribution.

**Experience Required**

* 3+ years experience in account management and/or sales
* Strong attention to detail and organization
* Adaptable to change and adapt to market conditions
* Ability to travel to various accounts and events
* Ability to multi-task objectives and take initiative through pipeline and sales completion
* Strong written, verbal, and interpersonal communication
* Competitive in nature, preferably enjoys golf

**Essential Responsibilities**

* Build and maintain strong relationships with key golf coaches/instructors/professionals in territory via in-person, video, phone and email interaction.
* Regularly communicate with coaches, resolve coach queries, and increase revenue by promoting facility engagement.
* Generate coach leads and sales by regular interaction with account base.
* Review current and implement new coach relationship strategies in coordination with the VP of Sales.
* Support incoming inquiries & needs of territory coaches/facilities via phone and email.
* Communicate regularly with the VP of Sales regarding lead generation and sale completion.
* Collaborate with the Inside Sales Operation Manager to ensure accounts are set up and taken care of accurately and efficiently.
* Maintain strong relationships with coaches sold for higher renewal potential.

**Benefits**

**Compensation & Benefits | Highlights include:**

Position Seeking: Independent Golf Sales Representatives in Various Territories

* Comp: 20% Commission and Account Distribution Bonus
* Benefits: N/C Annual Pro Premium Sportsbox App for Demo and Personal Use

**Contact Chris Reh (VP of Sales) If Interested at chrisr@sportsbox.ai**