



Field Manager – Raleigh, NC

A Little About Us:

We build the Springfree Trampoline because we believe backyards should be a place for safe play. Springfree's innovative design is the world's safest, highest quality and longest lasting trampoline supported by a full 10-year warranty.

Springfree is part of the goba Sports Group, committed to encouraging people to Go Outside and Be Active. We have competencies in design, engineering, manufacturing, sourcing, marketing, sales, customer care, and retail distribution with operations in the United States, Canada, Australia, New Zealand, China and Europe.

What You'll Be Doing:

This is a full position that operates as a mobile business that primarily attends local events, trade shows, festivals and fairs. Work hours vary; day, evening and weekend shifts are required as necessary.

You will sell high quality backyard products directly to the consumer using a flexible, mobile business model, to be staffed with knowledgeable people. You will take the brands to where the customers are located within the greater Raleigh region. As Field Manager, you will develop the local plans for this territory and execute the plans to deliver sales. In the process you will drive brand awareness, create trials and capture leads. The primary brand is Springfree Trampoline, part of the goba Sports Group.

Job Highlights:

The Field Manager role is multifaceted and will appeal to people with all or some of the following skills and experience:

- Entrepreneurial Mindset
- Recruiting and Managing People
- Events Management
- Business Administration Skills
- Retail Management
- Managing a P&L
- Sales
- Marketing

What You'll Bring:

This position requires a small business, entrepreneurial approach. Responsibilities will include all aspects of running a local business including staffing and event planning to prospecting and closing sales. Success in this role is contingent on strong execution of event-driven tactics.

- Identify appropriate event opportunities for generating leads and driving sales, based on a strong understanding of the community and family-centric events in this territory
- Create and maintain a yearly event calendar. Strategically monitor the plan to ensure sales targets and lead targets are achieved while remaining within budget
- Smoothly execute a calendar of events according to plan
- Deliver on sales targets through the accumulation of quality leads from event activities.
- Hire, train and manage a small support team ensuring "sales focused" and "customer-focused" attitudes

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- Follow-up on leads from Events and Pop-Ups
- Schedule and perform delivery and installation of Springfree Trampolines
- Take initiative and ownership, roll up your sleeves to do what needs to be done

Education and Experience

- 5+ years of sales, events, customer service, or small business experience
- Must have a valid driver's license and be willing to travel within defined territory
- Ideally has worked in a small business and/or started their own business

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