

Retail Sales Lead – Markham, ON

If you enjoy working with kids and families, jump into this exciting seasonal opportunity working in the GTA.

GET TO KNOW US

Springfree Trampoline is a global brand within goba Sports Group, a company that is committed to inspiring people to Go Outside and Be Active. We are a dynamic and entrepreneurial group with a fun, empowering and positive attitude.

WHAT YOU'LL BE DOING

We have a great opportunity for a Retail Sales Lead in the Greater Toronto Area. The retail sales lead is responsible for supporting the Regional Manager in meeting store sales objectives by driving customer traffic to the store and converting on this traffic to generate trampoline sales. This role is directly responsible for coordinating and scheduling installations for Springfree store and has direct report responsibilities for part-time store staff. Must be available evenings and weekends.

Contract runs for 5 months (March – July) Pay rate - \$19-21/hr

Job Highlights:

- Greet customers and proceed with Springfree selling process
- Handle and manage incoming customer service telephone calls
- Follow up Prospect and Lead Calls
- Customer Engagement in Store
- Keep Markham Visitor Tracker up to date
- Assist with keeping the store appearance neat and tidy
- Assist with Customer Care issues
- Conduct pre event logistics, including site visits, organizing promotional material, organizing event kits and required technology
- Set up and tear down of all events
- Driving the Springfree event vehicles including the event trailer
- On site event management and analysis of event statistics, managing events to meet set goals
- Complete post-event analysis and debriefs
- Manage the event inventory
- Ensures a safe environment for all staff, children and parents
- Work with the Marketing Coordinator to create and manage local social media content

WHAT WE'RE LOOKING FOR

- Entrepreneurial, resourceful and self- motivated
- Good interpersonal and communication skills.
- Strong customer service orientation
- Sales savvy and results driven
- A good team player working assisting colleagues as required and working as one collective team
- Flexible and adaptable to handle a variety of situations and duties
- Demonstrates good leadership with the ability to motivate others
- Demonstrates a strong passion for the product, business and team

Apply via e-mail to spidgeon@gobasports.com



THE NITTY-GRITTY

- College Degree
- 3 years of sales, events or customer service experience
- Proficiency in Microsoft Outlook, Excel, PowerPoint and Word
- Valid driver's License and clean drivers abstract

NICE TO HAVE

- Market knowledge/insight

Apply via e-mail to spidgeon@gobasports.com