



<b>Job Title:</b> Inside Project Sales Representative	<b>Department:</b> Sales
<b>Reports to:</b> National Sales Manager	<b>Revision Date:</b> August 19, 2024

For over 75 years, the team at Beacon Athletics has been driven by a passion for improving baseball and softball fields, resulting in the safest, most beautiful, and playable ballfields in America. We specialize in design consultation and innovative, practical equipment for ballfields at every level, from T-Ball to the Major Leagues. We love what we do, and we want to grow our team with people who do things the right way and play to win.

### **Position Overview**

The Inside Project Sales Representative is responsible for pursuing and closing small to mid-sized project sales. Project sales include customized products, and products requiring installations and site coordination. Small to mid-sized projects will typically sell directly to the customer or a customer representative. RFPs may require competitive proposals.

The Project Sales Representative will work in a territory closely with a Territory Manager who is responsible for large new construction and renovation projects.

### **Specific Responsibilities include:**

- Respond to opportunities and win projects that meet or exceed the annual sales target.
- Adherence to Sales Force and Beacon sales processes.
- Quickly become an expert in Beacon product applications and best practices.
- Moving through a high-volume of projects ranging from \$5,000 to \$25,000
- Understanding the budgeting and purchasing processes of K-12/College Athletic Departments, as well as Parks and Rec Departments.
- Establish, maintain, and grow a network of relationships with Owner/Operators.
- Continual partnering with internal resources to increase productivity and elevate customer satisfaction. This will include collaboration with other Sales Team Experts, Bid & Estimating team, Drafters, Project Managers, and Product Managers.
- Maintain up-to-date and relevant knowledge on competition and industry regulations.

Activity	Approximate Time
Pursuing quote and proposal requests – response, consultation, proposals, closing	60%
Responding to warm leads generated by Marketing and Outreach activities	20%
Continual self-education	10%
Internal meetings and collaboration	5%
Travel	5%

**Successful candidates will have the following knowledge, skills, and abilities:**

- Sales experience in a relevant market such as athletics, construction, parks and recreation, education.
- You have a sense of urgency to take the next step on every project.
- Attention to detail.
- You don't give up, having the patience to nurture and follow up leads and address obstacles and objections and are a successful negotiator.
- You proactively maintain a teaming culture with others in the organization through frequent communication and transparency.
- You are immediately responsive to customers and to team members.
- Honesty and integrity are core values and direct your actions.
- You listen well and are driven to learn what each customer or decision-maker needs.
- You are coach-able and collaborative.
- You respect and follow organizational processes.
- You are highly organized and focused on project and product details.
- You are curious and actively seek new information to improve yourself and the company.
- Proficiency in Word, Excel, Power Point. Previous CRM experience, preferably Sales Force.
- You are aligned with Beacon Core Values – Take Care of the Customer, Be Yourself, Be Brave, Be a Single Team, Push Beyond what is Expected, Create Fields for Champions.

**Compensation:**

Competitive package including salary, commission and insurance