



Valley Sports Center Sales Associate - Now taking applications

Valley Sports Center (VSC) is a 28,000 square foot youth-oriented indoor sports complex in Canton. It has the largest gymnasium in the Farmington Valley that includes basketball courts, volleyball courts, cages for baseball, softball and golf, and Velocity Sports Performance, the only sports performance facility in the area. VSC offers sports instruction and leagues, sports performance training, plus a variety of youth programs such as Lil' Kickers soccer and parties.

We are seeking energetic and motivated individuals to become Sales Associates. Individuals who will excel on the team have the following strengths:

- Goal driven
- Sales oriented
- Outgoing
- Personable
- Self-starters
- Tenacious
- Health conscious

Members chosen for the Sales Associate role will be responsible for marketing VSC throughout the greater Farmington Valley community while driving program and event sales. In particular, we are looking for individuals to promote the following programs to businesses, groups, schools and other organizations:

- Velocity Sports Performance training - generated through sports organizations, coaches, schools
- Group parties/events/meetings
- Corporate sponsorships
- Corporate sports teams
- Specialty rentals
- Other group opportunities as identified

Individuals on the team will work flexible schedules out of their homes and will be generously rewarded for success with aggressive commission-only compensation packages. Successful members of the team will use a variety of tactics to generate a targeted number of monthly sales leads, which include networking, leveraging existing contacts, visibility in the community and personal outreach (phone/e-mail).

Qualification/Requirements:

- Prior success in meeting sales targets; group sales preferred
- Excellent written and oral presentation skills
- Ability to effectively work with decision makers - Athletic Directors, sports league board members, business owners/managers, etc.
- Experience with CRM systems
- Willing to work weekends, nights, and holidays as needed to communicate with prospects

For more information, please contact the Valley Sports Center owner, Mark Lange (mark@valleysportscenter.com).