

As our Nike Golf Sales Representative, you'll establish Nike as the premier brand within the specialty retail channel by achieving revenue growth and maximizing profits for Nike and our retail partners. You'll service an assigned account base through regularly scheduled product presentations (footwear, apparel, equipment) and service calls. You'll secure and communicate technical product information to your accounts and manage product flow from Nike to the retailer and the end consumer. You'll track orders, handle logistical issues, manage sample lines, and submit expense reports in a timely manner. You'll influence assortment decisions with advanced skills in account and product planning, forecasting, and analysis of the assigned account base. You'll be responsible for developing & maintaining in-depth knowledge of Nike competitors' policies, programs and products as well as national & local trends. You'll enhance Nike's relationships with its retail customers by connecting them to relevant company initiatives (e.g. B2B, retail sales analysis, etc.). You'll build and maintain strong relationships with internal and external customers. You'll communicate account issues, future business opportunities, product issues, etc. to sales management via sales meetings, conference calls, seasonal selling recaps, phone, etc. You'll travel to sales meetings, specialty trade shows, and participate in a variety of marketplace evaluations. In addition, you'll drive sales and build relationships by facilitating retailer events and teaming with Sports Marketing to plan athlete appearances and promotional events. You'll manage a key national account, including product presentations, setting inventory levels, and communicating effectively with other sales reps.

Bachelor's degree in Business, Communications, Marketing or related field

-2+ years' additional sales experience in lieu of a degree

-3+ years' experience in the Golf industry (retail or sales) is strongly preferred

-Brand Advocate

-Strong Industry and business acumen

-A history of strong selling skills

-A familiarity of Nike and competitive product knowledge

-Strong Organizational skills

-Strong written and verbal communication skills

-Passion towards golf, preferably as an enthusiast and participant

-Strong knowledge of the golf industry and trends in the marketplace

-Merchandising experience is preferred

-Strong working knowledge of Excel, Microsoft Outlook, Word and PowerPoint, as well as core iPad and smart phone technologies

-Understanding of the competitive market, customers and retail trends

-Ability to use financial data to make decisions and maximize account profitability

-Ability to develop accurate/realistic seasonal assortments, forecasts and scenario plans

-Leadership qualities and ability to persuade and influence people to take desired action

-Ability to prepare, plan and deliver clear and persuasive sales presentations

-Ability to travel to assigned accounts up to 80% of the time

-Ability to grasp, carry and move samples up to 50 lbs

Deadline: 10/19/17

Please email your application to: Kim Lozito at [Kim.Lozito@nike.com](mailto:Kim.Lozito@nike.com)