

FACTORY ATHLETICS

Retail and Team Sales Director

Factory Athletics (**Baseball Factory and Softball Factory**), celebrating its 25th year anniversary and partnered with iconic global sports brands like Under Armour, Wilson Sporting Goods, Gatorade, and others conducts hundreds of Baseball and Softball National Evaluation and Player Development events all over the United States each year where their professional coaches work with youth and high school players to provide high level instruction, skill development and guidance through the college recruiting process. Their experienced coaching and player coordinator staff has helped over 100,000 players earn over \$1 Billion in College Scholarships. America's leading player development company has produced over 500 MLB players, and has Alumni on 100% of Division I & II college rosters as well as 96% of Division III rosters.

Position Summary:

The Retail & Team Sales Director will lead the company's retail division. The retail division serves as an in-house dealer for the brands that sponsor Factory Athletics, including Under Armour, Wilson, Pocket Radar, Louisville Slugger, Demarini, Diamond Kinetics, Motus, Gatorade, etc. The division includes event retail sales, team sales and online sales components. Collectively, the division operates at over 50 events throughout the year, and with college, high school, and travel/club teams nationwide. We anticipate ongoing growth as the organization continues to expand in events, team connections and online traffic.

We are seeking a motivated, personable, organized and responsible individual who will help grow the division. This is a great opportunity to use an entrepreneurial spirit, strong work ethic and creative mindset to take this division to the next level. The successful candidate will be responsible for event, team, individual player and online sales; inventory and vendor management and financial budgeting, forecasting and reporting, and logistics including the receiving and shipping of goods.

Responsibilities:

Event Operations/Sales – Create & maintain retail gear for sale at events. Attend or staff events to sell branded apparel and products.

Team Sales (High School, Youth, College, Travel Teams) – Create & maintain relationships with clients and service team accounts for Under Armour, Wilson and other partner products.

Online Store & Factory Athletics Headquarters – Fill online store orders, keep inventory, develop and implement online shop campaigns and help employees with personal orders.

Inventory – Maintain overall inventory across the board. Includes event items and online store items in baseball and softball.

Logistics – Coordinate staffing for retail events, arrange for gear to arrive at event locations on time as efficiently as possible, make staff aware of set up/breakdown and get leftover gear to next location successfully.

Finance – Communicate with finance team to have efficient and as timely spending on retail gear as possible.

Benefits: Full benefit package available

Location and Contact: Position in Columbia, MD at Factory Athletic Headquarters. Submit Resume to Factory Athletics Human Resource Office at dawson@factoryathletics.com. Factory Athletics is an Equal Opportunity Employer.