

Litania Sports Group Job Description

Title: Division Manager
Department: Sales
Reports To: Vice President of Sales and Marketing
Supervises: as determined
FLSA status: exempt, salaried

Summary

The Division Manager develops and implements division specific sales, marketing, and merchandising goals, strategies and tactics, and is responsible for overall profitable sales performance within an assigned division.

The Division Manager is the corporate champion who develops brand/category position, messaging, and direction and establishes service standard that respects targeted market.

The Division Manager is responsible for continual sales growth and development, utilizing and influencing available corporate resources to achieve objectives.

Litania Sports Group promotes a team environment. The statements below are intended to describe the general nature and level of work being performed by people hired to this position. They are not to be construed as an exhaustive list of all responsibilities, duties, and skills required of personnel so classified. All personnel may be required to perform duties outside their normal responsibilities from time to time as needed.

Qualifications

- Bachelor's degree in marketing or related field is required
- Competitive experience in sports at the collegiate level is desired
- A minimum of three years experience in regional sales or product category management with a quantifiable track record of meeting or exceeding objectives
- Exhibited ability to understand, navigate, and engage core market stakeholder
- Superior leadership skills with proven ability to train and develop sales team
- The ability to work through others to accomplish objectives
- Excellent interpersonal skills with proven ability to communicate both verbally and in writing

- Good at follow through and responsiveness to market opportunities
- The ability to make decisive and timely decisions regarding tough issues
- Valid driver's license and reliable vehicle

Primary Responsibilities

- Analyze and develop overall sales channel strategy and objectives for assigned division
- Conduct detailed analysis of sales performance and initiate action where performance does not meet expectations and where opportunities exist to increase sales
- Determine brand/category market position and direction of marketing message
- Lead all division specific sales efforts to achieve objectives
- Recommend marketing tactics to achieve sales strategy
- Champion new product idea generation, development, and launch
- Consult on annual division pricing analysis with company president
- Sales management authority regarding product/feature changes, escalating customer/dealer problems, and other related brand-specific issues as determined.
- Integrate division strategies within overall corporate sales plan

Psychological Considerations

Must be able to work well with others as a team member

Must be able to work with employees at all levels of the company

Must be able to maintain an approachable demeanor even in stressful situations

Environmental Conditions

Up to 50% travel by automobile or air

Frequent visits to trade shows and sports events to develop sales relationships

Cognitive Considerations

Must be involved in continuous personal and professional development

Physiological Considerations

Occasional long periods of sitting during meetings or travel

Use of a keyboard and monitor

The above examples of activities and work are not all-inclusive but are intended as an indication of the level and type of endeavors necessary to fulfill the duties of this position. Litanía Sports Group is an equal opportunity employer and situations requiring reasonable accommodation will be considered on a case by case basis.

March 2011