

## **Sales Representative**

A Sales Representative with Fanatics Authentic is an opportunity to connect with our Fans. You are the first contact after a memorabilia purchase made on one of our platforms. Building relationships with our Fans, placing new orders, building Fan profiles, and account management are all key performance requirements of the position.

### **Duties and Responsibilities**

- Sales quota accountability will range from \$350k to \$600k per calendar year.
- Outbound dial 50-80 sales calls per shift.
- Account management that include the following: update client profiles, notation, acquire key dates (birthdays, anniversaries, etc.) and team interests.
- Order management, including client updates.
- Responsibility of maintaining up to 15,000 clients
- Ability to use customer management systems, order entry systems, and Microsoft 365 Office software.
- Open availability which will include Saturday shifts.
- Must always be available for clients, part of the service we provide.
- Product and industry knowledge, industry trends, including product development
- Strong negotiation skills, ability to close high end memorabilia.

### **Education and Experience Requirements**

- High School Diploma preferred or relevant experience in the field.
- Basic accounting skills required.
- Proficient with Microsoft Applications (Word, Excel, PowerPoint)
- Superior communication skills on various levels. Must have articulate speech, proper business writing skills, ability to listen to client and quickly address any concerns.
- Work well under pressure. This industry is often driven by hot market events which require extended work hours and weekend shifts.