



Title	Sales & Business Development Role
Overview	<p>CaptainU is shaking up the college sports recruiting process for athletes and coaches through our web-based college sports recruiting platform, featured by ESPN, CNN, New York Times and other major media outlets.</p> <p>We are seeking a Sales &amp; Business Development person to help propel our company into the next stage of growth. Candidates should have a passion for sales, sports, technology, and a desire to roll up their sleeves in a fast-paced startup environment. This is a new product in an early market, so the position requires creativity and flexibility. The position reports directly to the COO.</p>
Responsibility	<p>The initial role is a sales/business development role where you will work on the sales discovery process (generate leads, make 50 outbound calls a day, test and measure different pitches, messages, and offers). After demonstrating traction, this role can evolve into the management of a large team or head of sales. Candidates will be expected to drive revenue with clients and customers; balancing time between actively selling, managing accounts and strategic product planning and alignment.</p> <ul style="list-style-type: none"> <li>* Responsible for all aspects of sales including lead sourcing, pipeline management, pitching, negotiating, and closing</li> <li>* Making a high volume of sales calls to a variety of sports organization, events and educational institutions</li> <li>* Spearheading and creating sales material and related content</li> <li>* Provide clients with a true consultative sales experience</li> <li>* Conduct weekly review meetings on key findings and strategy</li> </ul>
Experience	<p>1-2 years of sales in a fast-paced environment, with track record of success  Experience with high school / college sports recruiting process (athlete/coach)  Demonstrated ability to hire, train, motivate, and manage sales reps.  Conceptual and creative seller with the ability to initiate and close a sale</p>
Skills	<p><i>Passion.</i> A genuine desire to be an integral part of a startup sports/tech Co.  <i>Monetary Motivation.</i> The aspiration to earn a substantial 6 figure salary through accomplishment.  <i>Recruiting Knowledge.</i> Demonstrated understanding of college sports recruiting  <i>Energy.</i> The capacity to devote extraordinary time and effort to success.  <i>Measurement.</i> Mindset to live by calls, leads, orders, closings, revenue, profit.  <i>Organization.</i> Strong attention to detail and ability to organize 100's of leads</p>
Education	Bachelors Degree
Location	Chicago or San Francisco Preferred
Compensation	Largely based on performance with base salary and equity considerations.

**Qualified applicants:** Please forward your Resume and CV to [michael@CaptainU.com](mailto:michael@CaptainU.com)