



## Job Opening: Business Development Specialist -Design Segment

Unlimited Sports Solutions is a national supplier of high quality sports constructions products. Backed by many years of sports construction experience, we build products that help keep players and spectators safe while enhancing their experience at any sports venue. Located in Waverly NE, Unlimited Sports Solutions is growing at a rapid pace and is seeking the right individual who is looking to be challenged in a fun fast paced environment.

The Business Development Specialist primary role will be to expand the USS brand within the athletic field design sector (Architects and Engineers). Primary duties include, but aren't limited to, identifying potential clients who design athletic facilities, develop and execute outreach strategies, and being active in the sales cycle. Other duties include, as needed, direct and indirect participation in the sales cycle for other customer segments including working with clients, production, sales team, and vendors. If you meet the position criteria and want to join a dynamic team with an exciting future, you can submit your resume to [info@unlimitedsportssolutions.com](mailto:info@unlimitedsportssolutions.com).

### Position Responsibilities

- Manage the Design customer segment pipeline.
- In conjunction with sales management, develop outreach strategies to familiarize potential clients with the USS mission and products.
- Schedule and execute introductory meetings via phone, on-line and in-person meetings.
- Develop and execute plans for next step follow up to the initial introductory meeting.
- Utilize Bid Hosting Platforms to identify projects to align with USS products.
- Direct sales on phone and on-line sales leads.
- Collaborate with sales and support team on project bid activity and submittal process.
- Actively participate with marketing activities including trade shows, special events, and direct marketing campaigns.
- Research and qualify potential sales lead opportunities.
- Remain positive and professional in all internal and external customer interactions.
- Participate in measuring customer satisfaction and retention.
- Perform other duties as assigned.
- Some travel required.

### Skills/Abilities/Experience

- High School Graduate. Associates or Bachelor degree a plus.
- Able to work independently with a high attention to detail.
- Sports enthusiast preferred.



- Demonstrate initiative and problem solving skills.
- Sales, customer service, and/or marketing experience preferred
- Basic math, on-line software proficiency, & Microsoft Office skills. CRM experience a plus.
- Presentation and/or some public speaking experience preferred.
- Perform tasks within a limited time frame.
- Take pride in meeting and exceeding expectations.

#### Compensation

- Salary- Negotiable based on experience.
- Insurance, 401K with company match, and paid vacation.