

INDEPENDENT SALES REPRESENTATIVE

LOCATION: Multiple Categories/Territories Available

HEADQUARTERS: Livermore, California

JOB DESCRIPTION

The FINIS Sales & Marketing Team is seeking the best and brightest to take our brand to the next level. This is an independent contract sales rep role, responsible for prospecting and developing new accounts.

Successful candidates for this position will have a genuine passion for swimming and have at least 3 years of experience selling in the respective category and/or territory. This role will be responsible for selling and promoting FINIS into wholesale/retail accounts. At FINIS, we love swimming and we love innovation. The draw to the water is in our blood, and our passion to educate drives us to constantly challenge the status quo- we are looking for individuals that are ready to do the same!

Sound like you? Great. Tell us your story! We look forward to hearing more about you and why you would be a good fit to our team.

OPEN TERRITORIES/CATEGORIES

- United States, CrossFit
- United States, Triathlon
- United States, Mermaid
- United States, Pool & Spa
- Canada
- Don't see an exact fit? No problem. We are always looking for great talent - If you're excited about being on #TeamFINIS, please reach out and let's have a conversation.

RESPONSIBILITIES

- Meet or exceed sales goals & budget on a seasonal basis
- Open targeted new accounts in respected territories
- Develop and maintain great working relationships with key FINIS personnel
- Deliver quarterly business plan that clearly articulates a marketing plan and new account pipeline
- Develop and maintain FINIS social media presence within territory/category
- Evaluate and suggest accounts for growth and market strength
- Visit accounts regularly to check inventory, reorder business
- Conduct in-season weekly calls with key accounts to capture at-once reorder business
- Educate and inform accounts on brand, new products, events, initiatives, etc.
- Work with the leadership to keep up-to-date on overall business



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- Explore opportunities for local clinics, events and tradeshow – present to Sales & Marketing to drive business and brand awareness through such events
- Assist Sales & Marketing team with events or clinics within territory

REQUIREMENTS

- 3+ years experience as a Sub Rep, Rep Assistant, Independent Sales Rep or Sales Rep, preferably in sporting goods or related field
- Swimming background and industry experience preferred
- A proven track record of driving sales and reaching revenue targets through, expanding distribution (new account openings) growing existing accounts and loop planning.
- Strong written and verbal communication skills; strong interpersonal skills
- Passion for brand-building
- Thrives in team settings, but embraces independence and operates under a self-motivated mindset
- Highly self motivated
- Ability to work weekends/flexible hours for industry events, account visits or clinics
- Reliable transportation large enough to hold product, POP and retail marketing supplies, etc
- Ability to handle multiple projects and work in an autonomous environment with minimal direction or supervision
- Ability to prioritize daily, weekly and monthly workload
- Ability to travel for regional tradeshow

PAY & BENEFITS

This position will report to the Global Director of Sales & Marketing. The position is a commission-based income and set draw, with bonus opportunities.

HOW TO APPLY

For consideration, please email a combined PDF resume and cover letter to jobs@FINISinc.com.

ABOUT FINIS, Inc.

In 1993, Olympic Gold Medal Swimmer Pablo Morales and John Mix founded FINIS in Northern California. The Monofin and the center-mount Snorkel were the first products FINIS developed for the US market, and have since continued to focus on creating training tools for swimmers and coaches worldwide. FINIS products are currently available in over 80 countries.



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