

# Gazelle Sports – Be Your Best

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## **Soccer Development Specialist - Northville (Full-Time Hourly)**

### **Position Vision**

The Gazelle Sports Soccer Development Specialist develops and implements strategies to increase soccer sales through grassroots initiatives. This position is critical in supporting and building the Gazelle Sports Soccer brand internally and externally. Ideal candidate will be well-versed in soccer product and current industry trends with an overall passion for growing the game of soccer in the local community. Applicants must have evening and weekend availability.

### **Position Expectations**

#### Community Engagement and Business Development

- Lead strategic initiatives with the support from the store manager
- Develop and enhance relationships with local high school teams and soccer clubs
- Responsible for planning and executing in store Team Nights
- Assist the Soccer Business Development Coordinator with global initiatives including events and social media
- Represent Gazelle Sports at local tournaments, games and events

#### Build Gazelle Sports Soccer Brand and Sales Volume

- Increase annual soccer sales in store and online
- Ensure customer needs are the priority
- Work Sales Floor - Consistently greet, ask probing questions, listen and educate to build customer's understanding of products and services which fulfill their needs
- Understand Point Of Sale system and all other transactional procedures
- Show desire to live and encourage the Gazelle Sports mission

#### Club Soccer Uniforms

- Oversee in store club soccer uniform customer service
- Assist with off-site events and club soccer uniform fittings as scheduled
- Understand the complete online uniform ordering and order fulfillment process