

Basics

Job Title Sales Manager – Racquet Sports
Reports To Senior VP of Business Development
Location Greater Atlanta Metro (Hybrid)
FLSA Status Exempt
Direct Reports Yes

About Mizuno

Mizuno USA's roots trace back to its parent company, Mizuno Corporation. Mizuno Corporation was established in Osaka, Japan in 1906 by Rihachi Mizuno. Today, Mizuno USA is located in Peachtree Corners, GA and continues to manufacture and distribute high quality golf, baseball, softball, Team Sports, track & field, and volleyball equipment, along with apparel and footwear.

Since our founding, we have taken special pride and pleasure in being able to participate in the exciting world of sports and providing sports equipment of the highest quality. Each and every one of us is guided by the ideal of true sportsmanship. That was true over 100 years ago and is still true today. It is evident in our corporate philosophy which, simply stated, is "Contributing to society through the advancement of sporting goods and the promotion of sports."

Are you a competitor driven by overcoming extraordinary challenges? Are you motivated by being a critical team member? Do you aspire to join a brand that makes a difference in the communities we serve? Mizuno USA is seeking top performers like you carry on the legacy of one of the world's most iconic sporting goods brands.

Every Mizuno USA teammate is a champion of our Mission and commitment to one another and athletes everywhere as they strive for ultimate achievement at every level of competition. Let us know if you're game-ready!

Summary

The Sales Manager for Racquet Sports is responsible for achieving strategically aligned sales and brand development objectives for Mizuno's Racquet Sports product lines within designated Accounts. The direct accountability for this position is to include: achieving sales, market share, and variable profit targets within each account, and controlling selling related expenses. This role is also responsible for developing sales territories with independent reps in the USA.

Essential Duties and Responsibilities

The Sales Manager will perform tasks like the following:

- This position's primary responsibility is to manage the sell-in, sell-through, and profitability for Mizuno's Racquet Sports products within designated accounts in a manner consistent with the company's marketing plan and business policies.
- Develop, implement, and execute comprehensive business development plans for each account in market, to include SKU mix, purchase plans, in-store merchandising, store employee education, periodic consumer promotions, local market grass roots events, and sell-through objectives
- Maintain and develop a national sales team of independent sales reps to build the brand and drive sales through specialty stores
- Collaborate with the global product team to ensure a relevant product assortment in the market

- Analyze and report monthly/quarterly sales & profitability results and revised annual forecasts to management team
- Provide market feedback and input to the Global Product Managers regarding product direction, competitive activities, and strategically aligned business opportunities on an ongoing basis
- Coordinate and interface with internal and external customer support departments to ensure timely, accurate, and complete delivery of merchandise orders.
- Ensure each customer's vendor compliance guidelines are understood and implemented
- Work in concert with the Credit Department to ensure each account's receivables balance is maintained in a "current" status. Assist in the timely resolution of all credit related receivable discrepancies
- Work in concert with the Brand Marketing Department to ensure in-store product displays, eCommerce branding and brand merchandising opportunities are maximized within each account
- Manage Promotional, Travel and Entertainment budgets

Qualifications

- Bachelor's Degree in business, marketing, or a related field
- 10+ years of prior experience selling athletic equipment, footwear and apparel to national sporting goods chains, regional retail accounts, independent team dealers, and e-commerce accounts, in a brand-building environment
- Proven success in establishing relationships with relevant national tennis retail partners
- Passion for and/or experience in the sports of tennis and pickleball
- Proven ability to operate effectively in cross-functional teams
- Demonstrated leadership skills like influencing, team-building, collaboration, and strategic thinking
- Strong project management, budget control, and analytical skills
- Results oriented, proactive, and positive attitude
- Ability to actively listen and communicate effectively at any level of the organization (verbally and in writing)
- Exceptional business etiquette and personal integrity
- Excellent interpersonal skills
- Proficiency in Microsoft Office suite of applications
- Solid financial and retail math skills
- Exceptional conflict resolution skills
- Exceptional negotiation abilities
- Ability to travel up to 30% domestically and internationally

Physical Demands/Essential Functions

- Some physical lifting and moderately strenuous physical exertion required for event setup and teardown.
- Prolonged periods of sitting at a desk and working on a computer in an open office environment.
- Visual acuity required for evaluating print and digital marketing materials.

Work Environment

- Open office environment with natural and artificial lighting and low to moderate noise levels
- Hybrid work from home arrangement possible

Whenever possible, Mizuno USA, Inc. strives to promote from within if the skills and necessary qualifications meet the requirements for the position. Internal and external candidates will be considered for the position and the best candidate will be hired.

Mizuno USA, Inc. is an Equal Opportunity Employer: All qualified applicants will receive consideration for employment and will not be discriminated against based on their race, gender, disability, veteran status or other protected classification.

EOE M/F/D/V

Visit <https://www.careers-mizunousa.com/jobs> to apply, or send your resume and cover letter to mizunocareers@mizunousa.com and include the Job Title in the Subject line.