

# Sales & Business Development Manager - Florida Golf Market

## Vaše náplň práce

We have a unique opportunity for you to start working with the BAL.ON brand, which is the latest startup from ContiTech. BAL.ON utilizes smart insoles that measure pressure balance and key metrics during a golf swing along with an app offering video feedback and AI coaching. We are revolutionizing the way golfers improve their swing and improve their game.

## Basic Requirements

- Responsible for building and nurturing the sales funnel from identifying potential customers to closing deals with premium tech-savvy golf enthusiasts.
- Responsible for forecasting, reporting, pitching, presenting, and actively selling our product through both online and offline sales channels.
- Managing and attending trade shows
- Monitor and evaluate market conditions, product innovations, and competitors' products, prices, and sales.
- Assist in the development and execution of sales strategies, initiatives and projects.
- Responsible for B2B B2C partnership data management.

## Váš profil

### Basic Qualifications

- BS/BA in sales and marketing, business management, or a related field
- 3+ years of sales experience in the golf industry
- Experience in sporting goods or wearable markets
- B2B and B2C sales experience.
- Project management tools knowledge e.g. MS project, Scrum, Salesforce
- Market knowledge of customer and competitor trends and actions.
- Requires availability for traveling 50-75% of working time

No visa Sponsorship and Relocation provided

## Co nabízíme

All your information will be kept confidential according to EEO guidelines.



ID pracovní pozice  
**REF56206C**

Pracovní oblast  
**Marketing and Sales**

Lokalita  
**Miami**

Úroveň vedení lidí  
**Leading Self**

Flexibilita práce  
**Remote Job**

Právnícká osoba  
**ContiTech USA, Inc.**

**EEO-Statement:**

EEO / AA / Disabled / Protected Veteran Employer. Continental offers equal employment opportunities to all qualified individuals, without regard to unlawful consideration to race, color, sex, sexual orientation, gender identity, age, religion, national origin, disability, veteran status, or any other status protected by applicable law. In addition, as a federal contractor, Continental complies with government regulations, including affirmative action responsibilities, where they apply. To be considered, you must apply for a specific position for which Continental has a current posted job opening. Qualifying applications will be considered only for the specific opening(s) to which you apply. If you would like to be considered for additional or future job openings, we encourage you to reapply for other opportunities as they become available. Further, Continental provides reasonable accommodations to qualified individuals with a disability. If you need assistance in the application process, please reply to [Careers@conti-na.com](mailto:Careers@conti-na.com) or contact US Recruiting at 248.393.5566. This telephone line and email address are reserved solely for job seekers with disabilities requesting accessibility assistance or an accommodation in the job application process. Please do not call about the status of your job application, if you do not require accessibility assistance or an accommodation. Messages left for other purposes, such as following up on an application or non-disability related technical issues, will not receive a call back.

Ready to drive with Continental? Take the first step and fill in the online application.

**O nás**

We would like to introduce to you ContiTech Surface Solutions' latest innovation, the BAL.ON Smart Kit - a smart insole for golf.

The BAL.ON team is revolutionizing the way golfers improve their swing and improve their game with pressure-sensing technologies. Our highly diversified team of engineers, copywriters, programmers, marketers and golf professionals At BAL.ON worked together and created a product and brand that represent Continental's values.