

Job Title –Team Sales Coordinator / Retail Assistant Manager

Job Description

HobieSwim is seeking the best candidate to take our team sales and customer service to the next level. This role is responsible for new account acquisition, and optimizing sales and brand presence within the tri-state swim business.

You will communicate with individuals and teams to help them obtain all the swimwear, apparel and equipment necessary to make their swimming experience positive. This includes researching options, providing recommendations and following through with all steps necessary to fulfill the orders. HobieSwim shares space with Long Island Swim School and Long Island Aquatic Club therefore this position includes front desk duties such as answering phones and assisting customers with swim program registration. In this diverse position every day will be different, challenging and fun.

Your love of the sport will be an asset with the constant interaction you will have within the swimming community. This position gives you the ability to help swimmers on the “dry” side where we pride ourselves on dealing with people.

Responsibilities

- Establish, develop and maintain positive relationships with customers and teams to drive sales
- Explore the region’s potential and communicate customer needs, interests, and desire for new products and services to management
- Work closely with management to fulfill team needs
- Provide team service through creating and maintaining online team stores and printing custom apparel
- Attend off site swim meets and assist with booth merchandising and setup
- Daily duties can include assisting customers, answering phones, making retail sales, handling inventory, and processing orders
- Maintain a comprehensive understanding of Long Island Swim School and Long Island Aquatic Club to provide customer assistance with swim program registration

Requirements

- Bachelors degree in business, marketing, or related field preferred
- 1+ Years of sales, sporting goods business or retail experience preferred
- Swimming background appreciated
- Ability to manage and prioritize multiple tasks and adapt to a changing and fast-paced environment
- Thrives in team settings with strong interpersonal skills, but can be self-motivated to tackle large projects
- Extremely well organized and detailed oriented with developed computer skills
- Strong written and verbal communication skills
- This full time position involves working some evenings and weekends

Pay & Benefits

- Base compensation level varies based on education and experience level

About HobieSwim

HobieSwim began as a pro-shop for Long Island Aquatic Club back in 1997. Over the years HobieSwim has grown into a significant regional swim shop and a leader in local team sales. We pride ourselves on the outstanding level of service we provide due to our hands on approach with our customers and teams.

How to Apply

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

Please email a resume and cover letter to hobieswim@hotmail.com