

International Development Academy – Global Sales Manager

The International Development Academy (IDA) offers a full-time development environment that allows players aged 16-23 to maximize their potential and achieve their goals of playing at the college or professional level.

We are looking for a Global Sales Manager to help grow our brand, dramatically increase our Global Affiliates and increase our athlete base through global partnerships working alongside our Director of International Business Development.

The Global Sales Manager will create relationships utilizing grassroots sales, creativity and interpersonal skills to create new global partnerships that will consistently produce leads for IDA recruitment. This position will work remotely and be required to travel periodically to IDA events and business meetings.

The Global Sales Manager will work closely with the Chief Executive Officer, the General Manager, the Director of International Business Development and the Sales Team.

We're looking for an ambitious professional with a proven track record Sales, building connections and securing long lasting partnerships.

Essential Duties & Responsibilities:

- Sales – to potential affiliate partners and also to prospective players
- Identify opportunities for global partnerships.

Knowledge, Skills & Abilities:

- Proven record of prospecting and sales success
- Highly organized with strong attention to detail
- Excellent knowledge of soccer and the progression to Collegiate and Professional ranks
- Excellent written and verbal communication skills
- Strong work ethic and team-oriented attitude
- Self-sufficient, proactive, and solutions oriented
- Microsoft Office Suite; Knowledgeable in CRM usage specifically Hubspot.

Experience:

- Three (3) or more years of soccer or sports related experience in sales or related marketing experience preferred

Working Conditions:

- Normal office hours Monday-Friday (8:00 AM – 5:00 PM)
- Ability to work flexible hours, including evenings, weekends, and holidays as needed
- Ability to travel as required
- This is a remote position