



Job Title: Sales Specialist
Department: Events
Reports To: Tres LeTard, Director of Operations
Location: Fully Remote
FLSA Status: Exempt (Professional)
Contact: Jobs@openchampionshipseries.com

About Us:

The Open Championships Series is a leading producer of cheer and dance championships. Through a collaborative network of event producer partners, we create highly memorable, end of season, competitive opportunities for cheerleaders and dancers worldwide.

About You:

Passionate about cheer and dance, in particular Allstar cheer. A former athlete, coach, gym owner, or a talented sales professional looking for a new challenge. Experience in a customer facing role such as customer service, sales, account management, or client support.

About the Position:

The Sales Specialist is the primary point of contact for gym/program owner customers and event producer partners. Objective is to promote and grow participation at the Allstar World Championships, Prep/Rec Grand Nationals and The Open Championships events. Responsible for cultivating relationships, managing customer retention, and owning the sales cycle for the Allstar World Championships, Prep/Rec Grand Nationals and The Open Championships events.

A successful Sales Specialist will:

- **Customer Relationship Management:** Develop and nurture relationships with existing and potential gym/program owner customers as well as our event producer partners.
- **Time Management:** Efficiently respond to a high volume of email, phone, or text correspondence. Timely completion of assigned tasks.
- **Sales Cycle Ownership:** Work closely with the Registration Department, Event Producer Partners, and Management to be fully accountable for each step of the sales cycle from initial contact to close.
- **Brand Representation:** Represent our various brands in a positive and informed manner when meeting with prospective customers, attending relevant conferences, and events. Travel required as needed.

Qualifications:

- Bachelor's degree preferred.
- Proven experience in sales, customer service, communication, or related fields.
- Excellent communication and negotiation skills.
- Strong organizational abilities and attention to detail.
- Willingness to travel as needed.
- Proficiency in Microsoft Office Suite, Google Workspace, and/or basic business operating systems.