



LABOSPORT (www.labosport.com) is the world leading independent test institute for sports surfaces and infrastructure. We certify synthetic turf and natural grass fields, athletic tracks, playgrounds and sports facilities. The Group employs 135 people in 14 countries and is established in the US since 2010.

Business Development Manager

Full time

We are in a fast-growing market and are looking for a highly motivated, hands-on individual to lead and reinforce our US operations.

Responsibilities :

- Represent and promote the company and its services to key industry leaders and field owners (sports leagues, surface manufacturers, design architects & engineering firms, Parks & Recs, municipalities, Universities, Colleges...).
- Travel throughout assigned area to call on existing and prospective customers to solicit testing services (synthetic, natural grass and soil analysis).
- Analyze the territory/market's potential, track sales and status reports.
- Reach out to potential customer leads through cold calling.
- **Provide accurate forecasts/pipeline tracking within the commercial sales process.**
- Give presentations to architects and end-users to educate them on testing protocols.
- Represent the company at trade shows, trade organizations, standards committees.
- Full understanding of the service offer (testing protocols) is essential.

The successful candidate will have:

- Proven experience and network within the sports surface industry,
- Knowledge about field turf design, construction or testing,
- A strong entrepreneur, sales driven attitude,
- A quality mindset, strong attention to detail, organized, dependable,
- Excellent communication (both orally and in written form) and interpersonal skills,
- Bilingual in Spanish will be an asset.

Frequent travelling throughout the U.S and occasionally abroad.

The position is preferably based in Dalton, GA. However, we might consider candidates who would be located in prospective areas, such as North East, **Greater Chicago area**, Texas or California.

Competitive package proportionate to candidate's expertise.

We offer you to join a young and dynamic team in a market with huge potential.

HOW TO APPLY

For more information visit www.labosport.com. Applicants should send a resume and cover letter outlining how they meet the specific requirements of the position to thierry.levy@labosport.com by **March 15th, 2019**.

While we sincerely appreciate all applications, only candidates selected for interview will be contacted.