



Transforming athletes and driving championship cultures!

Position: Business Development Manager (BDM)

Location: US - remote (if you are a good fit, we'll make it work)

Business Development Manager

3E is all about working hard, together, and in a fun way to not only be *successful* but also be *significant*. We are a startup and looking for special people that want to get in early and be a part of building something special.

The Business Development Manager (BDM) is a key role to help 3E achieve its growth goals. The BDM is responsible developing a market within a territory. This includes all marketing, lead generation, and sales activities required to acquire new business and grow the 3E footprint within their territory. Now, this *is* a startup. So like the rest of us you may also be asked to do stuff like write some cool content, be in a training video, help move an office, or even walk the office dog!

The most important characteristics of our BDMs is that they love sports, are entrepreneurial, driven by goals, want to make a lot of money, and have a desire to do good in the world. You will be a good candidate if...

Your have these:

- College athletic participation, coaching or athletic training experience
- BS/BA degree
- 2+ years outside sales experience
- Local market knowledge and relationships with coaches, DoCs, AD's, and athletes in the territory
- Demonstrated professionalism and dependability
- Strong PC skills including Microsoft office
- Ability to drive to customer accounts within the specified territory
- Desire to make a lot of money, but also do good in the world

Your awesome at:

- Making friends easily and people like you
- Cold calling and love to "work a room" to meet people
- Dealing with "no's" and moving on to *next*
- Presenting in front of people live or virtually
- Influencing and following up
- Working independently in the absence of direct supervision
- Networking including social media
- Devising creative, "out-of-the-box" ideas and implementing them