



## Job Description

**Title: Sales Manager**

**Reports to: Franchise Owner/General Manager**

### **Summary of Position:**

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Launch Trampoline Park is looking for an individual that's passionate about people, the communities they live in, fitness and fun! The Community Outreach Manager representative is responsible for maintaining existing group partnerships and the development of new relationships alike. In this role you will call upon leaders and coordinators in our community. Creating lasting partnerships that deliver results.

### **Duties & Responsibilities:**

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- Creation of new programs and marketing content to drive community partnerships
- Manage event bookings for Launch Street Team events
- Ability to manage inside sales staff of one or more employees Performs daily telephone recruitment of potential group event coordinators.
- Accountable for achieving company goals related to Group Event category.
- Provide exemplary customer service to develop and sustain partnerships.
- Maintain excellent public relations answering questions, comments and inquiries through telephone, verbal and written communication.

- Maintain accurate database and record keeping. Work with Community Outreach Manager to create new marketing lists for email/ call campaigns
- Responsibility for building & organizing street team events calendar
- Excellent verbal and written communication skills
- Work daily in conjunction with Launch Trampoline Park management team to coordinate staffing and execution of group bookings
- Drive customer experience
- Troubleshoot event coordination and staffing issues
- Assist with instore promotions
- Responsible for posting content to social media
- Follow company policy and procedure for booking group events in accordance with standard operating procedure.
- Resolve all customer relations issues according to company policy
- Maintain a positive experience for all guests of Launch Trampoline Park
- Pricing special events (lockouts, corporate events, after prom)

## **Experience/Qualifications:**

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- Sales experience preferred but not required
- Ability to deal effectively with a wide variety of people and personalities
- Self-starter
- Dependable, committed and willing to work weekend hours as needed.
- Goal-oriented, enthusiastic, self-motivated, well organized and possess the ability to work independently
- Positive attitude
- Passionate about people

## **Educational Requirements:**

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- High School diploma or general equivalency required
- College degree preferred