



# JOB OPPORTUNITY

## SALES REPRESENTATIVE

### **Company Overview:**

Baseball Factory was founded in 1994 to train players and educate them on the college recruiting process. Today, Baseball Factory is widely recognized as the leader in player development and college placement in the nation. The unique combination of professional instruction, showcases, tournaments, and ongoing guidance has created college placement success stories for over 25,000 players.

In 2004, Baseball Factory acquired Team One Baseball, the number one baseball company for top-flight showcases. Team One Baseball holds showcases at locations across the country where the best players from across the nation perform in front of numerous college coaches and professional scouts.

Baseball Factory and Team One Baseball have also assisted players in obtaining over \$500 million in scholarships and 216 players from Baseball Factory and Team One have gone on to play in the Major Leagues including CC Sabathia, David Wright, Brian Roberts, Josh Hamilton, Mark Teixeira, Gavin Floyd, Roy Halladay, Prince Fielder and Ryan Braun.



In 2007 Under Armour selected Baseball Factory as the amateur baseball organization to launch their company into baseball through grassroots efforts. In addition, Baseball Factory operates and selects all players for the Under Armour All-America Game, featuring the 36 best high school baseball players in the nation. The game is played at Wrigley Field in Chicago, Illinois.



In 2009, Baseball Factory was named as the Official and Exclusive Player Development Partner of Little League Baseball and the Official and Exclusive Baseball Resource for American Legion Baseball. Baseball Factory is also the Official and Exclusive Baseball Resource for the National Amateur Baseball Federation. With Little League, American Legion and the NABF, Baseball Factory is exclusively associated with three of the largest and most historic baseball organizations in the world.

### **Location:**

Position in Columbia, MD at Baseball Factory Headquarters

### **Position Title:**

Sales Representative

### **Education and/or Relevant Experience:**

Bachelor's degree/minimum, sales experience a plus



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### **Position Summary:**

The Sales Representative will support the company's college recruiting program sales goals. We are looking for a motivated, personable, organized and responsible individual to fill this Sales Representative position.

### **Job Overview:**

- The representative will call high school coaches, parents, and baseball players all over the country.
- The representative will talk to these people and build relationships. They will find out how far the players are in the college recruiting process and if they need help getting their name out to colleges.
- The representative will be selling our college recruiting programs to these players. Our programs help high school baseball players get exposure to colleges. We videotape players at different scouting sessions across the country. Professional scouts then evaluate the players. We provide guidance for these players so they can use what we have given them to market themselves to the schools. Players are nominated to Baseball Factory by high school coaches.
- The representative will also help with direct mail projects, lead generation, and other marketing materials/techniques.
- Chance for advancement through company with proven success.

### **Skills:**

- Excellent verbal communications skills
- Organizational Skills
- Above average understanding of Excel
- Understanding of direct mail and customer acquisition strategies
- Must be very self-motivated and understand what goes into being successful

### **Salary:**

Base salary with commission and bonus structure.

### **Job Application:**

To apply for this position at Baseball Factory, please submit a resume and cover letter to:

**Contact:** Bryan Dunkel, Director of the National Tryouts and Premium Video Program

**Mail:** Baseball Factory, 9176 Red Branch Road, Suite M, Columbia, MD 21045

**Email:** bdunkel@baseballfactory.com

**Fax:** 410.715.1975