



Club Sales Manager, Part-time, hourly + commission, remote work in the United States

The **Club Sales Manager** plays a vital role in our organization: selling club memberships and overseeing bulk course sales across the United States.

The Club Sales Manager responsibilities:

- **Oversee CRM automations and tools** to facilitate club sales growth.
- **Establish and nurture relationships with club leaders** throughout sales cycle to successfully close sales and achieve revenue targets.
- **Successfully demonstrate benefits of club memberships** to prospects via Zoom.
- **Continually build CRM database of youth sports clubs.**
- **Sell and manage bulk course sales** to youth sports clubs.
- Work collaboratively with our Director of Partnerships to **nurture relationships** with key organizations with the aim of additional club sales.
- **Collaborate with internal teams** (marketing, operations, customer service) to create and execute effective partnership programs.
- **Maintain a deep understanding** of the youth sports landscape in the United States.
- **Communicate effectively**, both verbally and in writing, with a focus on building rapport and trust.

Qualifications

- Proven experience in sales.
- Strong understanding and experience with CRM platforms.
- Passion for the intersection of childhood development, parenting, and youth sports.
- Experience in and understanding of the youth sports landscape in the United States.
- Excellent relationship-building skills with a demonstrated ability to develop strong rapport with key stakeholders.
- Strong experience in youth sports, preferably soccer, as a player, coach and/or parent.
- Effective communication (written and verbal) and interpersonal skills.
- Self-motivated and results-oriented, with a record of accomplishment of meeting and exceeding goals.
- Excellent organizational skills and the ability to manage multiple priorities effectively.
- Proficiency in Microsoft Office Suite.
- Comfort working in a remote environment.

Who We Are Soccer Parenting and The Sideline Project aims to make youth sports better by fostering collaborative relationships between all stakeholders: state and national associations,



leagues, clubs, coaches, and parents to serve players and strengthen the soccer ecosystem. We believe parents will be difference makers when it comes to improving youth sports, and we work daily to educate and support parents and coaches to maximize player inspiration.

Our members are seeking education and engagement solutions through TheSidelineProject.com and the SoccerParentResourceCenter.com. The platforms provide parents and coaches with the education, guidance, support, and engagement they need to ensure children are inspired by their sports experience.

Soccer Parenting aims to provide our employees with:

- A fun and collaborative culture of service as we make youth sports better, together.
- A flexible, at-home work environment.
- Supportive relationships that foster a deeper understanding of our mission and vision.
- A strong connection to the sport through shared relationships with youth sports leaders.
- An inclusive environment where we find our company power by understanding and celebrating our differences.

Hours: Part-time position, 15-20 hours/week. Flexible 9:00 – 3:00 EST work schedule with typical availability across US time zones, mostly in morning hours.

Location: This is a remote position, based in the United States.

Salary Range: \$20.00/hour, plus commission and bonuses.

Benefits: \$600.00/year cell phone allowance.

Inquiries and Resume Submissions – Skye@SoccerParenting.com

Position closes November 1, 2025.