



Technical Sales Representative

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Full time Technical Sales Representative (Tec Rep) needed to provide support for regional sales managers and Director of R&D and Training.

Duties

Collaborate closely with regional sales managers and specialty running retail stores to provide technical support for Newton Running product line. Extensive national travel is required.

Position Summary

The Tec Rep will provide technical information and education to specialty retail running stores nationwide. This position is ideal for a graduate or a postgraduate in sports medicine, human performance, kinetics, bio-mechanics or related field. Applicants with retail or sales experience in the outdoor industry will have an advantage. A background in competitive running or triathlon is a plus.

Principal Job Responsibilities

- Provide product technical support to Newton Running retail stores nation wide (US)
- Understand and teach technical aspects of Newton Running shoes
- Understand and teach technical aspects of natural running form and technique
- Self manage extensive travel logistics
- Work in a team environment
- Maintaining top level customer service

Core Competencies / Knowledge and Skill Requirements

- Familiarity with running form and desire to learn natural running technique
- Learn the companies policies, goals and objectives
- Communicates effectively with director to ensure expectations, progress, and results are clearly understood
- Familiarity with the running shoe industry or related outdoor products
- High level of competency presenting to groups and answering challenging questions
- A charismatic personality and a customer focused mentality

Education and Training

- Degree or experience in related field, e.g. bio-mechanics, orthopedics, kinesiology, sports medicine, mechanical engineering, outdoor equipment design
- Experience in sales
- Experience in the outdoor industry
- Experience presenting to audiences
- Basic knowledge of running bio-mechanics
- Ability and desire to travel frequently

Communication Skills

- **Written:** Ability to clearly present written information and findings
- **Verbal:** Ability to present scientific and technical concepts

Contacts

- **Internal:** Director of R&D and Training, regional sales managers
- **External:** Specialty retailers

Essential Functions

- PC or Mac literate; MS Office skills (Word, Excel, PowerPoint, Outlook)
- Standard office equipment (personal computer, photocopy machine, fax machine, etc.)
- Valid drivers license
- Frequent airline travel
- Plan, book and execute frequent travel plans including airline, car rental and hotel
- Ability to run efficiently for demonstration purposes

Working Conditions

Primarily works on the road with a Boulder, Colorado office base. In addition to working with specialty retailers, job requires work at event expo booth's throughout the year (triathlon and marathon) to support the company and retailers.

Experience as a runner or triathlete is a distinct plus. The Tech Rep will work independently and coordinate with motivated staff in an innovative young company.

Newton Running is a Boulder, Colorado based company, involved in the design, development, manufacture and sale of innovative performance running shoes. See newtonrunning.com for more information.

Interested candidates please send resume to Ian Adamson: ian@newtonrunning.com.