

**Waypoint Outdoor**  
**Sales Operations Analyst**  
**Full-time, Seattle, WA**  
**Start date April 25 or earlier**

**Company Overview**

Waypoint Outdoor is the National Sales Agency for multiple outdoor industry brands, both national and regional. Waypoint is a group of passionate industry professionals that believe in the power of clear direction. Waypoint's work environment is inclusive, where cultural diversity, sexual orientation, and religious freedom is welcomed and encouraged. Through our collective intelligence, inclusiveness, and comprehensive business development process, we deliver strategic growth and ongoing opportunities (development) for our customers.

**Position Overview**

The Waypoint Sales Operations Analyst works closely with the Brand's Customer Service, Sales Management, Waypoint's Brand Managers and sales team to ensure our Retailers' needs are met and exceeded. This includes everything from identifying and onboarding new retailers/new brands at retailers, forecasting, creating territory and marketing plans, servicing accounts, to trouble shooting any issues retailers may have. This person serves as the Agency and Brand Ambassador, and is charged with ensuring retailers have the support, tools, and training they need to achieve the highest degree of success. This position requires occasional travel and will be based in the Seattle area.

**The Key responsibilities of this position include:**

- Quarterly, Seasonal and multi-year sales forecasting
- Generating and distribution of reporting to key stakeholders within brands and the agency
- Analyzing retailer sell-thru
- Participation in line showings with retailers
- Support sales team by providing Go To Market tools
- Attendance at select trade shows

**The successful candidate will have:**

- Bachelor's degree in business, B.A. in Business or related field desired
- Three to five plus years of experience in the running and cycling industry is a plus
- Strong analytical and problem-solving skills
- Excellent interpersonal, written and verbal communication skills
- Experienced endurance runner or cyclist a plus
- Significant exposure to forecasting and analytical management processes
- EDI, SPS, SharePoint, PowerPoint, Excel experience

Waypoint Outdoor provides equal employment opportunities to all employees and applicants for employment without regard to race, color, religion, sex, gender, sexual orientation, gender identity, national origin, age, disability, or any other status protected by applicable federal, state, and local laws. Waypoint Outdoor complies with all applicable federal, state, and local laws that prohibit discrimination in the workplace.

For employees working 20 or more hours per week, Waypoint Outdoor offers a comprehensive benefits package that includes employer-sponsored medical, dental, and vision premiums for the employee; Health Care and Dependent Care Flexible Spending Accounts; employer-paid life and long-term disability insurance; and a 401k program with a 4% company match. Waypoint Outdoor also provides flexible paid time off and 10 paid holidays.

This is a salaried plus bonus staff position at Waypoint Outdoor. The salary range for this position is \$70,000 to \$90,000 annually and bonus potential is 10%.

To apply for this position please submit your cover letter, resume and salary requirements to: [jobs@waypointoutdoor.com](mailto:jobs@waypointoutdoor.com) with the subject line of "Sales Operations Analyst".