



All American Games (AAG), the owner and producer of the **U.S. Army All-American Bowl, Football University (FBU), and FBU National Championship (FBUNC)** is seeking a Regional Player Development Director.

**Position Reports to:** Vice President of Player Development

**Role Purpose:** Represent AAG in its in-market outreach efforts to recruit athletes, coaches, and parents to participate in AAG football activities: FBU camps, FBU National Championship, U.S. Army All-American Bowl, and U.S. Army National Combine.

- **Key Accountabilities:** The Regional Player Development Director is responsible for cultivating and sustaining relationships within market territories with HS coaches (Varsity, JV, and Freshman Head Coaches and Position Coaches), Youth League Presidents, Board Members, Coaches, Team Moms, Training/Development Facility owners and staff, and other persons and entities involved with HS or Youth football (e.g., regional or local combine companies). Market territories is the Midwest Region, which includes Minnesota, Illinois and Ohio.

Recruit and inspire a team of scouts, and regional representatives to support outreach efforts in each market.

Ability to relate to and inspire kids.

**Requirements:**

- Must be located preferably in Illinois; Ohio and Minnesota will be considered
- Passion for helping kids succeed and enhance the unique ability of AAG to deliver on that commitment
- Demonstrated ability to meet and exceed stipulated sales goals
- Must be self-motivated with the ability to work in a fast paced environment
- Drive/discipline and organizational ability to research, initiate, and cultivate relationships on a constant sustained basis
- Ability to relate to and communicate with adults (coaches/presidents/parents) and athletes
- Credibility on football activity, understanding of structure of HS and youth football in US
- Willingness to be held accountable for activities on a daily basis and discipline and professionalism to execute
- Willingness to travel into territories on a regular basis—up to three weeks/month
- Must have the ability to prospect and close sales

**Skills & Abilities:**

- Excellent interpersonal skills in person and on the phone
- Strong presentation/performance skills to make formal presentations of AAG activities
- Computer skills, Microsoft Word and Excel; ability to utilize and master CRM and time management software

**Travel:** Required

**Employment:** Full time

**Compensation:**

- Base Salary plus commission
- Health Benefits and 401k matching available

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