

Associate Player Agent/Advisor (Tennis - North America)

Company Description:

- Gryphon Sports Management (GSM) is a boutique sports advisory firm dedicated to assisting our clients achieve their goals.
- Our team provides advice, connectivity, and ongoing support to ensure our clients' short and long-term success in sport and beyond.

Role Overview:

- The Associate Player Agent/Advisor role provides an opportunity for an ambitious, motivated, and organized individual to gain insight into the sports agency industry, while also learning best practices for both recruiting and retaining clients. The successful candidate is a personable individual who is passionate about the business of tennis and thrives in this unique environment.

Responsibilities include:

- Conducting extensive, independent research on amateur, semi-pro, and professional tennis players using various internal and external resources.
- Prospecting to attract clients using their personal network, email/telephone outreach, in-person meetings, and social media.
- Liaising with team executives to solicit opportunities for players, schedule meetings, and prepare contracts.

Qualifications:

- Possess a *strong* network in the tennis community
- Exemplify perseverance and dedication to the role and its responsibilities – this is an extremely challenging and competitive industry
- A self-starter who can work independently, remotely, and with minimal oversight
- Exceptionally organized and effective communicator
- Thoroughly enjoy working and interacting with others
- Proficient with MS Office (Word/Excel/PowerPoint/Outlook)
- Flexibility in working hours – multiple time zones, tight deadlines, and last-minute work

Nice-to-have:

- Sales (and CRM) experience
- Experience playing competitive team sports

Compensation:

- Commission structure (no salary) – income derived from player recruitment and placements

Application details (*please read carefully*):

1. Send your CV and one-page (single-sided) cover letter to:
shafiq@gryphonsports.com
2. Both the CV and cover letter must be in one PDF document with the file name as follows:
GSM Application (Associate Agent, Tennis) – FirstName LastName
3. The cover letter should explain in 300 words or less (bullet points are fine):
 - a. Why you are the best candidate for this role?
 - b. How do you intend to recruit your first client?
 - c. Who or what does your tennis network consists of?

Due to the large number of applicants, only successful candidates will be contacted.

Please do not solicit via direct email, telephone, or social media