

Five Star Golf Cars & Utility Vehicles

Division: Distributor of E-Z-GO golf cars & Cushman utility vehicles, Upstate New York & Vermont

Position: Fleet Golf Car & Specialty Vehicle Territory Sales Representative

Location: Albany / Upstate NY / Vermont

Job Summary:

Seeking highly motivated, hardworking self-starter who can continually generate and close leads. The outside sales representative position is responsible for sales of golf cars and specialty/utility vehicles to golf & non-golf channels, including: country clubs, public and private golf courses, driving ranges, municipalities, camp grounds, colleges, summer camps and any other facility or entity that requires the use of lightweight personal transportation vehicles (PTV).

Responsibilities Include:

- Build and maintain business relationships with ALL customers.
- Sell Golf Cars and Utility Vehicles to golf courses in designated territory.
- Visit potential customers, analyze their needs for equipment and propose solutions while continually building relationships throughout the territory.
- Present sales and service proposals, including lease and purchase options for golf cars and utility vehicles to customer decision makers and follow up as needed to close sales.
- Demo products with enthusiasm at customer sites.
- Represent Five Star Golf Cars & Utility Vehicles at trade shows, bid openings, and conferences as needed.
- Keep Ownership/Manager apprised of current sales status for all golf and non-golf accounts within designated territory. Maintain accurate market data and complete all reporting requirements within specified time period.
- Meet or exceed assigned sales objectives on a quarterly and annual basis.
- Coordinate customer delivery, service, and administrative needs with Branch Operations Manager as necessary to ensure superior customer service.
- Overnight travel on an as-needed basis in order to service and satisfy customer needs.

Education:

- Bachelor's degree from four-year college or university, or equivalent combination of education and experience.

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Position Requirements:

- Prior outside sales experience is preferred. However, we will train the right person.
- Strong preference for sales experience in durable goods industry.
- Excellent time management, organizational, and communication skills required.
- Tenacity and persistence, and the ability to continually overcome obstacles, is paramount.
- Proficiency in MS Office applications (Excel, Word, Outlook).
- Knowledge of the game of golf preferred; knowledge of golf industry a plus. Special consideration to industry association members – PGA / GCSAA
- Applicant must live in the sales territory, or be willing to relocate.
- Valid & Clean driver's license. Frequent travel required. Background check required

Five Star Golf Cars & Utility Vehicles is an Equal Opportunity Employer and offers a compensation package that is very competitive to industry levels. Please submit a current resume detailing your skills, achievements and education to tim@fivestargolfcars.com.

Key words: golf car sales, specialty vehicle sales, turf equipment, golf course, golf equipment, outside sales.