

## Five Star Golf Cars & Utility Vehicles

Division: Distributor of E-Z-GO golf cars & Cushman utility vehicles

Position: Retail Golf Car & Specialty Vehicle Territory Sales Manager

Location: Massachusetts, Greater Boston Area, Cape Cod and Islands, Rhode Island

### **Job Summary:**

Seeking highly motivated, hardworking self-starter who can continually generate and close leads. The retail sales manager position is responsible for sales of golf cars and specialty/utility vehicles to non-golf channels, including but not limited to, municipalities, camp grounds, colleges, summer camps and any other facility or entity that requires the use of lightweight transportation vehicles. Will work closely with and report directly to Branch Operations Manager. Compensation will be based on experience.

### **Responsibilities Include:**

- Sell Golf Cars and Utility Vehicles to walk in customers and non-golf channels
- Visit potential customers, analyze their needs for equipment and propose solutions while continually building relationships throughout the region.
- 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 at customer sites.
- Represent Five Star Golf Cars & Utility Vehicles at trade shows, bid openings, and conferences as needed.
- Keep Owner/Manager apprised of current sales status for all accounts within designated region. 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.

### **Education:**

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

**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 golf industry a plus.
- Applicant must live in the sales region, or be willing to relocate.
- Valid driver's license.

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 [Dwayne@fivestargolfcars.com](mailto:Dwayne@fivestargolfcars.com).

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