



## **Territory Sales Representative Job Posting- Methuen, MA**

New England Golf Cars is a Yamaha Golf Car distributor specializing in golf car sales, service, parts, rentals, and leasing. We have 3 locations, 2 in Massachusetts and 1 in New Hampshire. We are seeking a full-time, motivated sales representative to call on golf courses in New Hampshire and Maine.

### **Sales Representative Job Responsibilities:**

- Call on all golf courses in your territory, bring demo products to prospective clients.
- Input your sales activity regularly into the company's salesforce software, and maintain clean and updated records for all leads and customers
- Keep management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
- Maintain professional and technical knowledge by attending educational workshops, reviewing professional publications, establishing personal networks, and participating in local organizations.

This position is a full-time 40 hour per week position. Hours of operation are Monday-Friday 7:30-4. Position includes personal sales truck, employee cell phone and laptop computer. Benefit package includes vacation/sick time, health insurance and 401K retirement plan. Competitive salary based on employee experience. Additional compensation available on a commission-based pay structure.

### **Sales Representative Qualifications/Skills:**

- Sales experience
- Territory management
- Hold customer service as a top priority
- Create and implement a selling strategy that ensures you meet sales targets
- Motivation for sales, increase market share by generating interest and demand for our products
- Possess excellent one-on-one presentation skills
- Assertive and results-oriented with a need to succeed

- Highly organized with exceptional follow-through abilities
- Proficient in the MS Office package, including Windows, Word, Outlook and Excel
- Coordinate with other members of the sales team and team leaders as needed to execute sales and provide excellent customer service
- Adhere to all company procedures, values and policies so that you provide an accurate representation of the company to all potential and current customers

**Education, Experience, and Licensing Requirements:**

- Experience in the golf industry
- Bachelor's Degree or equivalent work experience.
- Minimum of 1-year successful B2B Sales experience – required.
- Proficiency in Microsoft Office.
- Experience working with a CRM system required (Salesforce.com preferred but not required).

If interested, please apply with your resume outlining your experience to [Joncookson@newenglandgolfcars.com](mailto:Joncookson@newenglandgolfcars.com)

Any questions please feel free to call Jon at 508-336-4285.