



## CURRENT OPPORTUNITIES



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# Golf Equipment Sales Representative

Halifax, NS, Canada (Hybrid)

✓ Pension   ✓ Dental Insurance   ✓ Disability Insurance   ✓ Health Insurance   ✓ Life Insurance



We are your Maritimes' John Deere Dealership with 15 locations to serve you.

We are looking for a dedicated person to fill the role of Golf Equipment Sales Rep, location is flexible within the Maritimes.

*Please note: If we are impressed with your resume, you will receive an email asking you to take a quick 5 minute questionnaire from Predictive Index. Please keep an eye for it in your email. Sometimes it goes to your junk mail.*

### Purpose:

To maintain and grow a current customer base by taking a consultative approach in customer service, and to find new business opportunities for Golf and Sports Turf Equipment in the Maritimes.

### Responsibilities:

- Use resources available to understand our core products, supporting product lines and competitive equipment
- Remains current on updates, features, and benefits of equipment in AOR
- Travel territory prospecting and making calls daily
- Schedule and execute product demonstrations, when required.
- Actively participate in local/regional trade shows when requested
- Attend applicable sales training events/seminars
- Utilize CRM tool to log opportunities, sales calls, and contact (5 logged calls per day minimum)
- Assist Operations Manager in determining proper inventory levels, specialty items, and standard mower kits
- Attend and participate in scheduled group calls
- Commitment to the Green Diamond brand
- Works to achieve Annual Sales Goals
- Submits sales in a timely fashion
- Follows Sold & Hold policies
- Knows and follows the defined sales process utilizing Quote 2 and other sales tools utilized by dealership
- Working with Parts and Service departments, recommends and encourages the sale of parts and service products
- Work in a respectful manner

### Requirements:

- 1+ years equipment sales experience preferred
- Knowledge of golf equipment operations and uses
- Ability to use standard desktop load applications such as Microsoft Office and internet functions

- Ability to work flexible hours
- Excellent client relationship skills
- Ability to analyze and interpret basic sales reports
- High School Diploma or equivalent work experience
- Valid driver's license
- Excellent verbal and written communication skills
- Professional, Accurate, Articulate
- Ability to work independently as well as part of a team

**What We Offer:**

We offer full time employment, an opportunity for advancement within a progressive organization and a competitive compensation package which includes salary, commission, family health benefits and company pension plan.

We also offer a personal finance training program through Enriched Academy for all our employees (<https://www.enrichedacademy.com/>).

**Please submit your resume today!**

**Apply to this Job**

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