



## JOB DESCRIPTION

<b>Position Name:</b>	Golf Sales Manager I
<b>Position Location:</b>	Texas
<b>Department Name:</b>	Hunter Golf Sales
<b>Reports to:</b>	Manager, Regional Sales
<b>Position Purpose:</b>	<p>The Sales Manager I manages and/or develops business in an assigned territory and communicates information pertinent to sales progress with the sales team and next level managers. Focus could include distribution, specification, contractor, government agency, training, and education.</p> <p>Demonstrates behavior consistent with the company's values of Customer Satisfaction, Innovation, Family, and Social Responsibility.</p>

### Essential Job Functions/Tasks:

1. Maximizes sales through contractors, specification, or distribution by calling on key clients within customer base. Develops relationships, monitors major projects, and takes action to maximize exposure and success. Creates a demand for products at a variety of levels to assist in achieving distributor sales goals.
2. Executes customer training programs, trade shows, and promotional events in assigned territory.
3. Performs field service and support as required. May administer warranty policies and procedures in line with company policy.
4. Recommends distribution changes as necessary and informs management of events, territory occurrences, and other pertinent information. May alert management of potential customer credit problems and may recommend credit line adjustments.
5. Manages expenditures within budget, saving money whenever possible, and seeking approval for items or events outside of approved budget. May propose individual budget requirements.
6. Assists in collecting data for forecasts and market data reports as required.

### Other Job Functions:

Performs other related tasks as assigned, some of which may become essential to the position.

It is the responsibility of all Hunter employees to keep themselves and others safe. Employees are required to complete all mandatory safety trainings, know Hunter's safe work practices, use the appropriate personal protective equipment for the job, and immediately report all injuries, near misses and hazardous identifications to a Supervisor or the Environmental Health & Safety (EHS) Department. Those employees who do not comply with safe work practices may be subject to disciplinary action, up to and including termination. Employees in management positions have an even greater responsibility that includes modeling safe behavior, ensuring employees on the team are following all safe work practices and completing training, and taking part in injury/illness investigations. A safe workplace must be the goal of everyone at Hunter Industries.

**Click to apply or forward to a friend:** <https://recruiting2.ultipro.com/HUN1007HUIND/JobBoard/9d4c9b3a-f0e0-45f2-8b3c-5fb03c6eb7f5/OpportunityDetail?opportunityId=59076d90-6a65-4f2e-a1a1-9e9605773109>

### Contact:

Scotty Lombardi, Recruiter

Hunter Industries, Inc.

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**Qualifications:****Education/Training Required and Preferred:**

Bachelor's degree in business administration, marketing, landscape architecture or 10 years equivalent-industry and technical experience

**Experience Required and Preferred:**

Minimum of five years of professional sales, installation and industry or technical support experience.

**Knowledge, Skills and Abilities (KSA's) Required and Preferred:**

KSA #1: Knowledge of selling, pricing, marketing, and distribution models within the industry. Effective selling and presentation skills, with the demonstrated ability to attain sales goals. Ability to explain and sell the features and benefits of products. Ability to conduct training and educational programs.

KSA #2: Technical knowledge of company and competitor products. Ability to perform field service, troubleshoot systems, and recommend solutions.

KSA #3: Knowledge of finance and budgeting processes. Ability to manage expenses within budget.

KSA #4: Effective interpersonal, verbal, and written communication skills in English. Ability to establish and maintain positive working relationships and to provide a high level of customer service and support.

KSA #5: Ability to travel, live in a strategic location within the territory, and work flexible hours.

KSA #6: Basic computer skills with ability to use Windows programs and to perform word processing, spreadsheet, and database management on a personal computer.

KSA #7: Valid driver's license and driving record sufficient to meet requirements to be insured by company. Must have or be able to obtain a valid passport.

KSA #8: Product appropriate advanced level technical expertise and certifications preferred.

KSA #9: Fluency in other languages commonly spoken within the region. Knowledge of regional business and cultural practices preferred.

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