

SUMMIT
GOLF BRANDS



Account Executive - Fairway & Greene, Zero Restriction, B. Draddy – Eastern Florida

Company Overview & Job Description:

Summit Golf Brands is focused on providing the green grass channel superior product, unique decoration methods and unparalleled customer service across multiple brands. It is the company behind four of the golf industry's leading apparel brands: Fairway & Greene, Zero Restriction, B. Draddy, and EP NY.

As the Account Executive representing Fairway & Greene, Zero Restriction & B. Draddy in Eastern Florida, this person will be responsible for managing their territory's book of business, customer relationships, and all aspects of the sales process for existing and new accounts. The ideal candidate should be a self-starter with knowledge of the golf industry and a passion for golf apparel.

Reports to: Brendan McHugh, Vice President of Sales, East Coast

Role Requirements:

- Be a proud, enthusiastic, and positive Summit Golf Brands representative in the marketplace
- Promoting and growing sales in your territory on an on-going basis
- Traveling your territory regularly to cultivate meaningful partnerships with wholesale partners both in season and for Pre-Book line reviews
- Develop and strengthen relationships with partners in territory
- Build trust with current and prospective business partners with thoughtful and thorough communication
- Drive revenue by acting with integrity and being well informed and client focused
- Educate buyers, corporate clients, and end consumers on products by telling brand stories
- Provide first class customer service to accounts by checking in regularly with onsite customer visits and phone communication to exceed customer expectation and pro-actively seek new order opportunities
- Focusing on Company's new online sales platforms to strengthen business – Summit Club Code, Summit Club Shop, and B2B direct order entry system
- Actively pursue and capture tournament and outing business
- Assisting with key regional and national events as needed by the Company (Major Championships, Tour Events)
- Maintaining regular contact with your sales supervisor by providing consistent territory and account updates
- Continually improving market knowledge and sales techniques
- Contributing to the culture and success of Summit Golf Brands.

Education and Experience:

- Bachelor's degree with experience in golf, retail or sales.
- Proficiency in Microsoft Office (Outlook, Word, Excel, PowerPoint)
- Experience with online Google products (Forms and Docs)
- Detail oriented, extremely well organized with strong time management skills.

Estimated Start Date: September 2021

Preferred Location:

Territory will consist of northern Palm Beach County to the northern Florida border and includes central Florida (Orlando area). The ideal candidate will be based in Jupiter, Florida.